

SPOTLIGHT

APRIL 2020

Times
Like
These



TIMES LIKE THESE



Steve Greer

Chief Executive Officer
American Income Life &
National Income Life Divisions

IT'S TIMES LIKE THESE YOU LEARN TO LIVE AGAIN. IT'S TIMES LIKE THESE YOU GIVE AND GIVE AGAIN. — DAVE GROHL, TAYLOR HAWKINS, NATE MENDEL, CHRIS SHIFLETT (FOO FIGHTERS)

IT'S HARD TO KNOW WHERE TO EVEN begin to describe the last several weeks. *Surreal* is a word I've heard and used a lot lately.

I think if we're honest, we have to admit that COVID-19 took us by surprise. I don't mean we weren't aware of it; what I mean is that we weren't prepared for how fast the situation went critical and then kept changing almost daily. We went from being advised to cough into our elbow and wash our hands more frequently to no large gatherings to a global pandemic and sheltering in place in a matter of about 2 weeks.

They say life is what happens when you're busy making plans. For David, Dom, and myself, that meant getting ready to attend the Spring Executive Council meeting in Jamaica back in March ... we all know how that turned out. From there, the dominoes began to fall and continue to fall — all spring Leadership Academies canceled, no spring SGA meeting in April, no Convention in May. I wish I could tell you what's next, but I can't.

What I *can* tell you is this: now more than ever, it's important to remember why we do what we do. American Income Life and National Income Life are proud to be open for business. We are here for our customers. Our products help provide certainty during uncertain times. We remain fully committed to supporting the communities we serve.

AIL-NILICO and Globe Life have made it their mission to stay as far in front of our changing reality as is humanly possible. In addition to our commitment to our customers, we have not lost sight of our responsibilities for the health, safety, and wellbeing of our employees and the members of our agency field force. If I am proud of anything, it is the way this Company has pivoted quickly and sharply to make sure you have the support you need to continue providing financial stability not only for your clients, but for your own families as well.

I am also proud that you have remained productive and successful in spite of the

challenges. The way we do business has changed dramatically over the past weeks. We are currently enhancing our digital investments so we can continue using our new avenues for successful selling and recruiting even after the current health crisis has subsided. This innovation will continue to be a part of our business going forward to give you more resources.

As of this writing, most businesses remain closed except for those classified 'essential'. As a financial services company, Globe Life companies are considered essential. Most Home Office employees are working remotely except for a small crew of heroes whose presence is needed onsite. We are here for our customers.

Although it's not life as we have always known it, life does go on ... and surprisingly well! No one would have been surprised if March had been a lackluster month. You came through and delivered the best month ever in our history! I'm humbled at your determination to keep soldiering on!

In this issue of *Spotlight*, I am also happy to announce the winners of the Mediterranean Cruise Contest and our March Madness winners. The world around us may come to a halt, but excellence and recognition continue at AIL-NILICO no matter what!

I want you and your families to stay safe and healthy. If you need help, let us know. We are here for each other and we are here for you. 🙏

SPOTLIGHT

ARC.AILife.com/Spotlight.aspx
A monthly publication spotlighting top producers of American Income Life and National Income Life

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NEWS

APRIL 2020

VOL. 53 NO. 4

SGA Career Track

New Markets Opening & Expanding!

There is a growing need for ambitious leaders. AIL/NILICO is looking for MGAs and GAs wanting to pursue the SGA Career Track. If you are interested, speak to your SGA, then send an email to: futuresga@aillife.com.



Required Retention Rate

Effective Jan. 1, 2018, to be eligible for bonuses and be featured in *Spotlight*, Producers must meet the required Retention or the minimum Net to Gross. Net to Gross varies based on bonus guidelines and is used only during the Producer's first twelve months. The rates listed are for *Spotlight* recognition only.

Retention: **73.0%**
Net to Gross: **80%**

Dates to Remember

eApp business and paper applications subject to the 7 day hold should be uploaded or sent to Home Office by **Friday, 5/22** before 2:00 p.m. CST. Paper apps excluded from the 7 day hold and PR credits should be sent to Home Office by **Wednesday, 5/27**. eApp business excluded from the 7 day hold should be uploaded by **Friday, 5/29** before 3:30 p.m. CST to count for **May** production.

eApp cutoff has been extended to 3:30 p.m. CST every Wednesday, Thursday, and last day of the calendar month to allow more business to load before the weekly advance and end-of-month AP&P cutoff. All other days of the week remain the standard 2:00 p.m. CST cutoff time.

\$7,655,848

in total bonuses were paid out this month by AIL and NILICO. For more information on the monthly bonuses, turn to **Page 34-41**.

Spotlight Digital is now on the web!

A digital publication spotlighting top producers of AIL & NILICO



spotlight.ailagents.com

Username: **AIL** Password: **proveit2020!**

See your SGA or manager if you need assistance.



Look for the asterisk! The asterisks, shown throughout the magazine indicate that place will be a year-to-date award winner. The Producers who will be recognized at the 2021 Awards Presentation are: the TOP SGA per category from Categories I–XII based on Performance Factor (minimum 100%), the TOP MGA/RGA from each category based on Growth (minimum 10%), the top five GAs, the top five SAs, the top ten Rookie Individual Producers, the top ten Veteran Individual Producers, the top PR Representative from each category and the top PR Manager from each category. View the 2021 Convention Qualifications online at www.aillife.com or www.nilife.com. **Check your production! If there is an asterisk by your position, you could be on your way to stay at The Grand at Moon Palace in Cancun, Mexico. The convention will be held May 5-8, 2021.**



LOOK FOR ME!

Anniversaries

36 YEARS OF SERVICE

Vivian Dwyer, PR
32 YEARS OF SERVICE
 Susan Gilbert, PR
31 YEARS OF SERVICE
 Scott Remmey, AGT
30 YEARS OF SERVICE
 Paramjit Sangha, AGT
25 YEARS OF SERVICE
 Darrell Dorey, PR
 Maria Esposito, AGT
 Patti Morgan, PR Dir
22 YEARS OF SERVICE
 Cisco Perez, SGA
20 YEARS OF SERVICE
 Becky Cutler, PR
 Vance Rountree, AGT
19 YEARS OF SERVICE
 Mary-Delores Ayarzagaitia, RGA
 Theodore Pappas, SGA
 Douglas Zigby, AGT
18 YEARS OF SERVICE
 William Slocum, PR
17 YEARS OF SERVICE
 Horace Johnson, AGT
15 YEARS OF SERVICE
 Shiwa Echghi-Ghamsari, SA
 Diana McNair, AGT
 Tibor Simon, AGT
14 YEARS OF SERVICE
 Beth Farm, PR
 Steve Orcheron, PR
 Raymond Risucci, AGT

Jennifer Wehrle, AGT
13 YEARS OF SERVICE
 Robert Drake, GA
 Jeremy Engrav, GA
 Jacqueline Lowe, PR Dir
 Benton Tong, AGT
 Gevorg Yanukyan, AGT
12 YEARS OF SERVICE
 Raymond Angeles, AGT
 Daniel Hanson, AGT
 Bernardo Lopez, AGT
 Fritznel Octave, AGT
 Adelfa Parinas, AGT
 Joshua Umbertone, RGA
11 YEARS OF SERVICE
 Matthew Ficarra, AGT
 Odilia Goulart, AGT
10 YEARS OF SERVICE
 Souley Bah, SGA
 Lauren Coyne, RGA
9 YEARS OF SERVICE
 Sokol Fazliu, RGA
 James Franklin, MGA
 David Watkins, AGT
 Ryan Wilson, RGA
8 YEARS OF SERVICE
 Britton Costa, RGA
 Aaron Friedlander, RGA
 Tyler McKnight, AGT
 Chas Robinson, PR
 Joseph Sarasin, SA
7 YEARS OF SERVICE
 Donald Gregoire, AGT

Francis Ingulli, MGA
 Jennifer Jantzen, MGA
 Mike Paragiu, RGA
 Jamell Ramsay, GA
6 YEARS OF SERVICE
 Muzit Berhe, SA
 Dana Black, RGA
 Rubin Chaimov, GA
 Karen Fleming, AGT
 Bradley Fordyce, SA
 Cathleen Hairston, AGT
 Dustin Holtz, MGA
 Joseph Kanaan, GA
 Joshua Randolph, AGT
 Paul Zuzick, MGA
5 YEARS OF SERVICE
 Alain Abaya, SA
 Mark Auvil, GA
 Joseph Corwin, GA
 Susan Cousineau, AGT
 Paolo D'Andrea, MGA
 Sean Gillespie, GA
 Robin Gonzalez, MGA
 Cole Hatfield, GA
 Logan Klink, SA
 Matthew Simon, SA
4 YEARS OF SERVICE
 Ikram Al-Shobaki, AGT
 Steven Barton, RGA
 David Duddy, MGA
 Jeffrey Espinal, RGA
 Jonathan Giaco, GA
 Tara Haughney, AGT

Jeffrey Hudson, MGA
 Kenan Hyseni, MGA
 Nicole Konstantatos, AGT
 Alan Rosenberg, AGT
 Darius Rowan, MGA
 Eric Salado, SA
 Gustavo Siordia, SA
 James Tolley, GA
 Ryan Vance, AGT
 Joseph Wilson, GA
3 YEARS OF SERVICE
 Joel Acosta, AGT
 Adedara Adeoye, AGT
 Navjot Bamra, AGT
 Joseph Bell, AGT
 Daniel Cebula, AGT
 Jared Cummings, MGA
 Genna DeMetsenaere, MGA
 Anne Doede, SA
 Andre Dumas, AGT
 Abraham El Refaei, GA
 Erin Gonzalez, MGA
 Jonathan Growe, SA
 Asante Jackson, SA
 Aline Jacob, AGT
 Claudia Jacquet, GA
 Joshua Jahnish-Maltese, GA
 Turissa Keys, AGT
 Davelle Lee, SA
 Edward Leon, MGA
 Gjon Ljiljduraj, SA
 Brittany Luke, SA
 James Marks, GA

Christopher Morrison, MGA
 Randa Mustafa, SA
 Dustin Oetzman, SA
 Jeanette Ramirez, MGA
 Luis Rivadeneyra, GA
 Monique Safari, GA
 Rachel Seddon, AGT
 Matthew Sutton, AGT
2 YEARS OF SERVICE
 Chris Anderson, AGT
 Evelyn Ayala, AGT
 Collin Banister, SA
 Javier Benitez, GA
 Jordan T Brown, SA
 James Caesar, SA
 Lily Carpenter, SA
 Fernando Chairez, AGT
 Ashley Clarke, RGA
 Jerome Davis, AGT
 Ernesto Delgadillo, MGA
 Brittany Douglas, SA
 Ejana Ellis, AGT
 Roy Espinosa, SA
 Jesse Fullmer, MGA
 Cody Gardner, RGA
 Keishanna Giguere-Russell, AGT
 Conrad Gomez, SA
 Jaymz Hall, PR
 Alexis Hawkins, MGA
 Nicole Herrin, SA
 William Johnson, SA
 Regina Koonce, MGA
 Nicholas Loolsi, SA

Uziel Lujan, SA
 Amanda Lynch, AGT
 Conor Markins, GA
 Derrick Mason, RGA
 Gina Mateer, AGT
 Yvonne Nalusonga, AGT
 Romas Noor, MGA
 Cameron Ontko, AGT
 Melinda Pires Brazil, AGT
 Zachary Rivas, MGA
 Carl Schlacht, SA
 Rocky Silvermail, MGA
 Joseph A Smith, GA
 David Stuart, GA
 Rosa Teixeira, SA
 Cody Terrell, AGT
 Kellie Tucker, GA
 John Wegley, SA
 Jeff Wentworth, MGA
1 YEAR OF SERVICE
 Motugaafa Aiafi-Mala, AGT
 Al-Shakise Anderson, SA
 Alexandra Aragon, SA
 Javiera Arevalo Ciriano, SA
 William Argueta, AGT
 Michael Ayling, AGT
 Madeline Banks, AGT
 Juan Barrera-Hernandez, AGT
 Rowena Bautista, SA
 Kimberly Benedict, AGT
 Pedro Betanzos, AGT
 Hannah Beuse, MGA
 Anthony Billhimer, SA

Priscilla Blanco, GA
 Ramses Blanco, SA
 Stephen Bowen, MGA
 Kathy Bright, AGT
 Brandon Brooks, SA
 Serge Brouillette, MGA
 Justin L Brown, AGT
 Santiago Calle Ramirez, GA
 Bre'Shaunnia Carter, AGT
 Anna Casaje, PR
 Nicole Castillo, SA
 Ever Ceron Martinez, AGT
 Serge Myrdel Charles, AGT
 Darcy Cordingley, SA
 Celia Coronado-Lopez, SA
 Jose Corredor, AGT
 Sophia Cowie, MGA
 Deondrick Creal, SA
 Darrell Currence, AGT
 Sandra Davis, SA
 Mason Duty, SA
 Jesse Evans, SA
 Oyindamola Falegan, GA
 Meaatoa Faumuina, AGT
 Darion Fleming, AGT
 Marc Futterweit, SA
 Jasano Gales Brooks, SA
 Astrid Castrillon, SA
 Stephen Hale, AGT
 Sarah Handy, SA
 Kingsley Hansen, GA
 Dustin Harris, SA
 Tyler Harvey, AGT

Kate Hernandez, SA
 Samuel Holden, SA
 Hannah Hoon, AGT
 Rebecca Houf, AGT
 Brandon Hughes, MGA
 Robert Hughes, MGA
 Michael Humbles, AGT
 David Hurst, SA
 Storm Hutskal, GA
 Richard Jefairjian, SA
 Daniel Johnston, GA
 Macie Kehl, GA
 Woodrow Kincaid, SA
 Phillip Kogel, AGT
 Mark Konecny-Green, SA
 Deborah Lee, GA
 Maria Lewis, SA
 Keith Ryan MacDonald, SA
 Gordon Maki, AGT
 Michael Mamalakis, GA
 Bernice Manor, AGT
 Zachery McHattie, SA
 Ivani McPherson, AGT
 Jissel Melendez, GA
 Vanessa Mendez, SA
 Debanjan Mondal, PR
 Meaghan Montoya, GA
 Aron Naidu, SA
 Christopher Nijmeh, AGT
 Kristony Norman, AGT
 Katherine Nummy, GA
 Mark Onofrio, SA
 Dylan Ostrowski, AGT

Jaclyn Payne, AGT
 Renzo Pejro, AGT
 Sean Petrasek, SA
 Sunil Pillai, SA
 Allison Ramirez, SA
 Duncan Ray, MGA
 Alex Reinoso, AGT
 Camilo Rodriguez Barreto, AGT
 Harry Rothstein, SA
 Yevgeniy Rozentsveyg, SA
 Alyssa Sadler, GA
 Sarah Saleim, SA
 Judith Saltiel, AGT
 Siddhant Satoskar, SA
 Caily Schenkeweld, AGT
 Derrick Schneider, SA
 Aaron Seigler, SA
 Jaime Soto, AGT
 Saige Starkoff, AGT
 Roy Stephens, MGA
 Marina Strang, SA
 Tami Terwilliger, AGT
 Pedro Toro, SA
 Damaris Trejo, SA
 Brandon Viaje-Roque, SA
 Nicholas Vollmer, SA
 Joshua Vu, SA
 Kalehua Wiggins, SA
 Brian Wynn, SA
 Lu Zhang, AGT

NEW
SGA



John McCreary
CA

John graduated from California State University, Fresno with a Bachelor's Degree in Business Administration. He joined AIL and the Cindy Furer SGA office in 1990 following a career in photography. He was attracted to the Company by "a career opportunity not hindered by financial markets that go up and down." He views his organization's mission as helping clients provide protection and security for their families and helping his agents achieve their career goals. His advice to those new to the Company is "Dream big, implement realistically, and go all in."

Promotions

STATE GENERAL AGENT

John McCreary
 Tommy Vena
REGIONAL GENERAL AGENT
 Behrad Baghbanian
 Stephen Coons
 Joshua Krueger
 Derrick Mason
 Jonathan Phillips
 Darrin Roberts
 Peer Shmelzer
MASTER GENERAL AGENT
 David Bilotti
 Carlos Bocas
 Ryan Cassidy
 Everett Farr
 Joshua Francoeur
 Shanita Friedlander
 Divianna Garcia
 Jake Gelb
 Patricia Isabell
 Eric Kelly

Regina Koonce
 Brian Melvin
 Candace Minor
 Nasr Quadri
 Tahis Quintero Bonilla
 Jean Romero Capote
 Jacob Russell
 Astrid Sanchez
 Adam Schaefer
 Max Schober
 Lindsay Staffieri
 John Vacca
70% GENERAL AGENT
 Raul Angulo
 Deven Brijmohan
 Jaycee Goodwin
 Jalaleddin Kazemisaeid
 Kenrick Ledoux
 Rafael Medina
 Peter Padro
 Jordan Russell
 Raymond Stephenson

Michael Williams
67.5% GENERAL AGENT
 Kwabena Antwi
 Rosicella Castro
 Nelly Cuba De Tabares
 Jack Emmert
 Ryan Hritz
 David Huber
 William Krekeler
 Gift Kusuwana
 Thor Leighton
 Jennifer Lucero
 Moriah Mann
 Jonathon Massingill
 Meaghan Montoya
 Jeremy Perry
 Anthony Pitts
 Ian Rouleau
 Shannon Stewart
 Carlos Urizar
 Rachael Vanderlee

60% GENERAL AGENT
 Jason Khodadadian
57.5% GENERAL AGENT
 Derek Pratt
65% SUPERVISING AGENT
 Ajee Akintunji
 Linsey Almy
 Mark Banks
 Helgi Bistochett Navarro
 Alfred Broadway
 Austin Brock
 Lindsey Brown
 Meghan Carpenter
 Lydon Chaundy
 Jose Collazo
 Emily DeCausemaker
 Kenson Delva
 Katie Fiebelkorn
 Enid Franco
 Barberina Glenn
 Geoffrey Griffin
 Diana Grose

Alycia Hamlyn
 Andre Harris
 Anahita Khajavi
 Darren Lawhon
 Andrea Lozano
 Anthony Marsella
 Victor Martel
 Franivan Nieto
 Andrea D Owens
 Barbie Oyama
 Tina Pitts
 Michael Revilla
 Zorhedy Romero Aranda
 Dalton Rupp
 Mam Njamba Samba
 Alejandro Sanchez Rios
 Nicole Sharbono
 Karizmine Sill
 Christopher Thomas
 Amber Wade
 Sandra Winstead
 Daevon Yarbrough

62.5% SUPERVISING AGENT
 Khalid Abu-Hunainah
 Chilynn Acevedo
 Fabrice Agunbiade
 Johnson Akerele
 Susana Alchouffinaim
 Melissa Argomaniz
 Raymon Ashley
 Kaleigh Brann
 Travis Carpenter
 Ivan Carrillo
 Louis Chiappetta
 Richard Cullen
 Christopher Davis
 Zachary Dean
 Alyssa Dennie
 Giuliano Di Nardo
 Brandon Dueitt
 Matthew Eberhardt
 Ali Eldefrawi
 Liam Eoll
 Bunmi Falowo

Robert Fuller
 Jerry George
 Kelsey Golko
 Shavonne Grant
 Cara Griffin-Locker
 Mayra Gutierrez Rodriguez
 Korban Hamar
 Julian Hicks
 Thomas Hoddenbagh
 Sean Jackson
 Brandon C Johnson
 William Jones
 Justin Jordan
 Gunnar Jorstad
 Samir Khan
 Ryan Klontz
 Jaydie Knox
 Trevor Mayer
 Briana McRae
 Sean Melaven
 Amanda Moniz
 Nicholas Montiel

Gabriel Myers
 Gabriell Natha
 Sandra Ndagha
 Jenifer Nguyen
 Jasmyne Norris
 Skay Nusenu
 Igwe Nwagwu
 Andrew Parsons
 Brittany Pereira
 Elida Perez
 John Reil
 Rodney Ridgel
 Julius Rivera
 Danisabel Rodriguez
 Jacob Rosinsky
 Leia Sanders
 Aneis Serrari
 Roger Shatzer
 Zachary Shields
 Chris Signator
 Shalair Simms
 Melonee Skeen

Benjamin Sulcer
 Rodney Taylor
 Burnell Theophile
 Lisa Thomas
 Terry Thompson
 Seyda Tohidi
 Gianni Toma
 David Tucker
 Brandon Viaje-Roque
 Ariana Vuona
 Fahim Waliullah
 William Walters
 Timothy Wells
 Sabric White
 Dalton Young
52.5% SUPERVISING AGENT
 Christa Effiong
 Gavin Gavazzi
 Dustin Harris
 Atlaure Hayes
 Bredt McSorley
 Joseph Sansobrin

NEW
SGA



Tommy Vena
IL

Tommy earned a Bachelor's degree in Managerial Economics from Allegheny College in Pennsylvania. After enjoying success as a financial advisor, he joined the Arias SGA office in 2008, attracted to lifetime renewals and the opportunity of unlimited growth in leadership. He says the "amazing family culture" has been the most rewarding aspect for him: "We started as work colleagues, became friends, and now family." Tommy's personal success has inspired him to help others achieve their goals as well. "If it's lonely at the top, then you haven't taken enough people with you," he says.



Q1

PR Contributions



Susan Fuldauer
Division Vice President
Public Relations

GRATITUDE UNLOCKS THE FULLNESS OF LIFE. IT TURNS WHAT WE HAVE INTO ENOUGH, AND MORE. IT TURNS DENIAL INTO ACCEPTANCE, CHAOS TO ORDER, CONFUSION TO CLARITY. IT CAN TURN A MEAL INTO A FEAST, A HOUSE INTO A HOME, A STRANGER INTO A FRIEND ... GRATITUDE MAKES SENSE OF OUR PAST, BRINGS PEACE FOR TODAY, AND CREATES A VISION FOR TOMORROW. — MELODY BEATTIE

IN THESE UNIQUE DAYS OF THE COVID-19 pandemic, we have an opportunity to take this moment in time to be grateful, thankful, and mindful of each day with regard to our family, friends, coworkers, and those workers in our communities who have kept us fed, collected our trash, delivered our mail, healed the sick, prayed for those that passed, and celebrated with those lucky ones who recovered from the virus and went home. During this crisis, we have seen the best in care from our medical, nursing, and home health care community. Our teachers have moved from their classrooms into the students' homes remotely engaging in lessons for our children. It is the feet on the ground, the brave workers on the front line that keep us going.

From the policies we sell to the public policies we support to the profits we reinvest, ALL/NILICO has always been about serving these workers and their families. We are fortunate as we have not faced lay-offs from plant closures, restaurant, retail and small business closings, or non-essential work stoppages. We stayed on the job, supporting these workers and families through our PR team and agency efforts.

How fortunate we are in these desperate times. We are able to continue to donate to causes helping working families, assist food banks through financial support, and donate time to serve others — socially spaced, of course.

These are the men and women we have the opportunity and obligation to provide important benefits and services to when tragedy may strike. While new stresses have surfaced during this difficult time, it's important to stop each day and appreciate the comfort and solace we've been able to provide and to practice appreciation and gratitude for what we have and are able to give back.

As we return to a new normal, we have an opportunity to recreate a new vision for tomorrow. No doubt there will be a renewed appreciation and consideration for our roles in protecting workers and families, perhaps working with a greater sense of urgency. I hope that is the case. Our unions need our support to help ensure better days lay ahead for those who stood on the front line and served our communities so unselfishly. We proudly stand in solidarity with them and for this I am grateful. 🙏

Abate of PA — Leadership & Legislative Seminar

AFSCME Council 32 — Memorial Scholarship

Building & Construction Trades Department, AFL-CIO — National Legislative Conference

Building & Construction Trades Department, AFL-CIO — Governing Board Meeting Sponsorship

Business for a Fair Minimum Wage, Inc. — Minimum Wage Increase Support in Delaware and Virginia

Central Oklahoma Federation of Labor, AFL-CIO — Labor and Friends Event Sponsorship

Florida AFL-CIO — Legislative Session Working Families Lobby Corps

HGEA AFSCME 152 — General Assembly Booth Space

IBB 13 — Scholarship Fund

IBEW - ON — Golf Tournament

IBT 25 — Gala for Autism Bronze Sponsorship

IBT 705 — Steve Poczowski Scholarship Fund

IBT 848 — "All Charities" Golf Tournament

IBT 89 — Scholarship

IBT Joint Council 42 — Charity Fundraiser

International Brotherhood of Electrical Workers — Construction & Maintenance Conference

International Union of Bricklayers and Allied Craftworkers — Support of Gala Hispanic Theater

International Union of Painters and Allied Trades of the United States and Canada — Prizes for IUPAT Hunt Package

Iowa State Building and Construction Trades Council — Ad

Jobs with Justice Education Fund — National Convention Sponsorship

Labor 411 — Ad

Los Angeles County Federation of Labor, AFL-CIO — Martin Luther King Day Sponsorship

Louisiana AFL-CIO — The Emile J. Bourg Scholarship

Metropolitan Washington Council, AFL-CIO — Evening With Labor Sponsorship

Nashville and Middle Tennessee, Central Labor Council — Donation benefiting the Tornado Disaster Relief Fund

New Jersey State AFL-CIO — Women In Leadership Development Conference

New York City Central Labor Council, AFL-CIO — Ad & Event Sponsorship

Northeastern Oklahoma Labor Council, AFL-CIO — Event Sponsorship

Nova Scotia Federation of Labour — Donation in Support of Nova Scotia Literacy

Nova Scotia Federation of Labour — Scholarship

NY State Snowmobile Association — Convention/Conference

OPEIU 30 — Golf Tournament benefiting the Walter Allen Jr. Scholarship Fund

Operation Christmas Cheer — Donation

Pennsylvania AFL-CIO — State Convention

Philadelphia Council of the AFL-CIO — Leadership Conference

Pima Area Labor Federation — Strike Support

RCL NB Command — Donation

Tarrant County Central Labor Council, AFL-CIO — Jim Wright Memorial Golf Tournament Sponsorship

Tennessee Pipe Trades Association — Winter Conference

The Broadbent Institute — Progress Summit Sponsorship

UA 250 — Nick Monios Scholarship Fund Golf Tournament

UFCW 1459 — Golf Tournament

UFCW 328 — Golf Tournament

United Farm Workers of America — Donation

United Union of Roofers, Waterproofers and Allied Workers

WI Sheriffs & Department Sheriffs Association — Winter Training Conference & Technology Show & Raffle Prize

Contributions listed are from January through March.

NEW ASSOCIATES

PER MANAGER

SA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Benzack Cooper	4	Hart-Dushaj	Danielle Custis	2	Slav Bitman	Amanda Lustbader	2	Giglione-Ackerman	Moriah Chandler	2	Matt Henderson
Brandon Atchley	3	Zach Hart	Michael Freiwirth	2	Cohen-Cohen	Richard Zuccato	2	Giglione-Ackerman	Nardia Bowen	2	Kyle Johnson
Phylicia Cervini	3	Jay Washington	Jorge Gonzalez	2	Richard Correa	Christa Effiong	2	Brett Gryska	Sharon Jones	2	London Nelson
Jonathan Ojendi	2	Altig-Orlovic	Shawn Quick	2	Richard Correa	Jillian Getz	2	Mario Hajro	Antonio Chacin	2	Beto Quintero
Joshua Egyud	2	Simon Arias	Jordan Stelzer	2	Richard Correa	David Hurst	2	Zach Hart	Chris Gonzales	2	Michael Vasu
Jonathan Rindt	2	Simon Arias	Chilynn Acevedo	2	Fisher-Zuzick	Morgan Evans	2	Hart-Dushaj	Muzit Berhe	2	Jamison Weatherspoon

GA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Jacob Brown	7	Hart-Dushaj	Joseph Stapleton	3	Giglione-Ackerman	Samuel Marzula	2	Simon Arias	Tahis Quintero Bonilla	2	HO Houston Latino
Brandon Dusevic	6	Zach Hart	Selma Ogresevic	3	Brett Gryska	Demetrius James	2	Slav Bitman	Martin Salavec	2	Travis Moody
Alexander Marzilli	5	Fisher-Zuzick	Valentino Kalaj	3	Zach Hart	Hugo Flores	2	Cohen-Cohen	Joseph A Smith	2	Corey Neff
Ian Rouleau	4	Zach Hart	Anton Ljuljdjuraj	3	Hart-Dushaj	Nabil Atallah	2	Giglione-Ackerman	Kortisha Brooks	2	Bob Olson
Doris Martinez Garcia	4	Beto Quintero	Darcy Gaige	3	Sabrina Lloyd	Jonathan Dominguez Orell	2	Greg Graham	Lidia Meglei	2	Bob Olson
Thomas Prather	4	Jay Washington	Susan Scott	3	Bob Olson	Cyan Kissinger	2	Greg Graham	Calvin Irving	2	Theodore Pappas
Storm Hutska	3	Altig-Orlovic	Jackie Vongsouvanh	3	Chad Potts	Arif Hajro	2	Mario Hajro	Keeland Bryant	2	Ernest Powell
Colin Ghee	3	Simon Arias	Klyo Vidal	3	Beto Quintero	Marcell Ventura	2	Mathew Hart	Alfredo Garcia	2	Beto Quintero
Jenna Grula	3	Simon Arias	Kanella Glimenakis	3	Serur-Yagjian	Anne List	2	Zach Hart	Danny Juskiw	2	S-S-Bendure-Hartwig
Erica Robertson	3	Simon Arias	Devon Chapman	3	Jamison Weatherspoon	Christian Gojcaj	2	Hart-Dushaj	Travis Picklesimer	2	S-S-Bendure-Hartwig
Daniel Lopez	3	Cohen-Cohen	Johnny Fuller	3	John Young	Tyler Cox	2	Matt Henderson	Nicole Preston	2	Kris Thieme
Landon Schlag	3	Richard Correa	Matthew A Wilson	2	Altig-Orlovic	Corey Helwig	2	Matt Henderson	Gregory Caldwell	2	Jamison Weatherspoon
Aleatha Lowe	3	Martin Forshee	Sean Blaney	2	Simon Arias	Joe Lewo	2	Matt Henderson			
Nauleni Tuionetoa	3	Steve Friedlander	Kellie Hoffman	2	Simon Arias	Jennifer Spalding	2	Matt Henderson			

MGA

NAME	#	SGA	NAME	#	SGA	NAME	#	SGA	NAME	#	SGA
Paul Smith	10	Zach Hart	Darcy Schrieber	4	Zach Hart	Joshua Morris	3	Denis-Michael Catalano	Ryan Witham	3	Brett Gryska
Edward Leon	9	Hart-Dushaj	Sergio Carta	4	Beto Quintero	Armando Aiello	3	Cohen-Cohen	Brandon Neal	3	Hart-Dushaj
Beau Locker	6	Matt Henderson	Timothy Welsh	4	Tiffany Roland	Alexis Pineiro	3	Cohen-Cohen	Avery Hearn	3	Bob Olson
Ashley Clarke	6	Ernest Powell	Darrin Roberts	4	Jay Washington	Heriberto Chavez	3	Richard Correa	Shahab Mahdavijad	3	Theodore Pappas
Zach Otto	5	Sabrina Lloyd	Omar Billy	4	Jamison Weatherspoon	Joshua Goodman	3	Richard Correa	Patricia Contreras	3	Beto Quintero
Ransey Vazquez	5	Bob Olson	Darrell Asbell	3	Altig-Orlovic	LaDelus Brown	3	Martin Forshee	Walter Icaza	3	Beto Quintero
Slavita Hut	5	John Young	Christopher Hintz	3	Altig-Orlovic	Mele Makai	3	Steve Friedlander	Rebecca Mehlinger	3	Serur-Yagjian
Lauren Coyne	4	Altig-Orlovic	Timothy Bugge	3	Simon Arias	Michelle Olivo	3	Giglione-Ackerman	Max Akers	3	Michael Vasu
Matthew Turnquist	4	Richard Correa	Sokol Fazliu	3	Simon Arias	Francesca Veltri	3	Giglione-Ackerman	Clayton Slaughter	3	Michael Vasu
Anthony Almeida	4	Greg Graham	Aaron Parks	3	Simon Arias	Juan Diaz	3	Gonzalez-H-W	Jose Viramontes	3	Michael Vasu
Joseph Gojcaj	4	Zach Hart	Alberto Alcalá	3	Ryan Bisanz	Kimberly Hamilton	3	Brett Gryska	IP Harris	3	Jamison Weatherspoon

RGGA

NAME	#	SGA
Ryan Fickert	19	Zach Hart

NEW ASSOCIATE – \$1,000 contract-to-date new agent

THE MINIMUMS FOR RECOGNITION ARE:

SA & GA – at least two new associates during the month

MGA – at least three new associates during the month

RGGA – top three RGAs during the month

This list recognizes SAs, GAs, MGAs and RGAs for the number of new associates under their hierarchy for the month.

#AII Gives Back

On April 11, the **Bob Olson SGA** offices in the Chicago area teamed with Capri, an area restaurant, to make tomorrow better in their community. To conform with social distancing parameters, they passed out 150 full family meals by providing curbside service.



Tom and Jennifer Williams, on behalf of the **Williams SGA** offices, delivered meals to “frontline” staff at Broward Medical Center and Broward Health North on three different occasions. “We are praying every night for both the sick and health care workers. We cannot thank [them] enough for everything [they] are doing. Our intention is to continue to pick up lunch and dinners for hospitals around south Florida. We are also hoping to start a food drive soon,” said Jennifer.



LEGACY

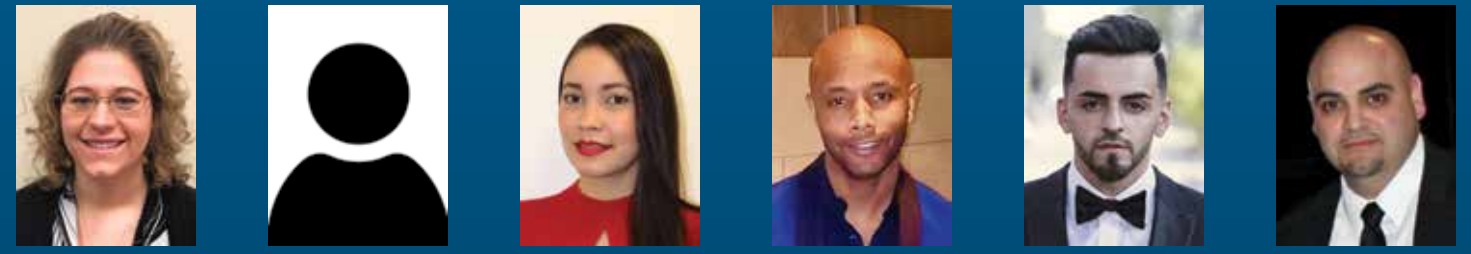
RECRUITING PROGRAM



TOP RECRUITING AGENTS** MARCH

TOTAL LEGACY RECRUITERS: 315

TOTAL LEGACY RECRUITS: 390



Kelly Ekker 6 Recruits Tiffany Roland	Raul Bravo 4 Recruits Beto Quintero	Astrid Castrillon 4 Recruits Hemerson Gonzalez	Glenn Johnson 4 Recruits James Cunningham	Mohamad Raychouni 4 Recruits Zach Hart	Ransey Vazquez 4 Recruits Bob Olson
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NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Kelly Ekker	6	Jalaleddin Kazemisaeid	3	Stephanie Dunbar	2	Joseph Massucci	2	Alyssa Sadler	2	Justin Shedd	2	Paola Silva Espinoza	2
Raul Bravo	4	Michele Kieffer	3	Gina Eudy	2	Sherrie McCarty	2	Richard Tabanji	2	Joshua Wang	2	Victor Weber	2
Astrid Castrillon	4	Robert Martik	3	Lauryn Gibson	2	Linda Mitchell	2	Charles Powers	2	Charleston White	2	Nixon Zheng	2
Glenn Johnson	4	Irshad Abdulmajeed	2	Ica Gordon-White	2	Edward Olawumi	2	Eranda Prenga	2	Shawn Quick	2	Zorhedy Romero Aranda	2
Mohamad Raychouni	4	Bruce Alford	2	Montana Hanson	2	Karla Perdomo Alvia	2	Gregory Rudolph	2	Terena Russell	2		
Ransey Vazquez	4	Brandon Atchley	2	Eno Iftiu	2	Charles Powers	2						
Jatavious Adams	3	Stephen Bell	2	Ahmed Kassem	2	Eranda Prenga	2						
Tiffany Babin-Washington	3	Andre Bent	2	Jonathan Kazdoy	2	Shawn Quick	2						
Deven Brijmohan	3	Sofia Camacho	2	Alma Lozano	2	Zorhedy Romero Aranda	2						
Ryan Fickert	3	Matthew Cartwright	2	Anthony Marsella	2	Gregory Rudolph	2						
Erin Frazier	3	Lorena De Oliveira	2	Maitee Martel Quesada	2	Terena Russell	2						

TOP RECRUITING AGENTS** YTD

TOTAL LEGACY RECRUITERS: 790

TOTAL LEGACY RECRUITS: 1,179

NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS	NAME	# RECRUITS
Astrid Castrillon	12	Raul Bravo	4	Bruce Alford	3	Gavin Guy	3	Uneiver Quevedo Alejos	3	Tahis Quintero Bonilla	3	Luciano Rapa	3
Ryan Fickert	10	Solgeis Cardozo Mijares	4	Antonio Arabo	3	Alexus Hawkins	3	Luciano Rapa	3	Terena Russell	3	Elizabeth Schell	3
Glenn Johnson	10	Matthew Cartwright	4	Tiffany Babin-Washington	3	Kingsley Ibeh	3	Terena Russell	3	Elizabeth Schell	3	Christopher Short	3
Ransey Vazquez	9	Harold Durana	4	Brooklynn Bennett	3	Theodore Ingram	3	Terena Russell	3	Elizabeth Schell	3	Christoph Short	3
Casey Jarratt	8	Nesrine El Hassan	4	Helgi Bistochett Navarro	3	Taleb Jammoul Hajali	3	Elizabeth Schell	3	Christoph Short	3	Jacqueline Simeus	3
Robert Hughes	7	Daniel Garner	4	Jason Bratin	3	Ryan Jarvie	3	Christoph Short	3	Jacqueline Simeus	3	David Snider	3
Jalaleddin Kazemisaeid	7	Ahmed Kassem	4	Deven Brijmohan	3	Zachery Kertulis	3	Jacqueline Simeus	3	David Snider	3	Roxie Soto	3
Sebastian Meneses	7	Robert Martik	4	Sergio Carta	3	Michele Kieffer	3	David Snider	3	Roxie Soto	3	Joseph Stapleton	3
Kelly Ekker	6	Edward Olawumi	4	Patricia Contreras	3	Mitchell Krass	3	Roxie Soto	3	Joseph Stapleton	3	Felicia Steele	3
Ryan McIntosh	6	Jaleesa Pierre	4	Veronica Coval	3	Alma Lozano	3	Joseph Stapleton	3	Felicia Steele	3	Alec Szczesny	3
Mohamad Raychouni	6	Philip Roffi	4	Anne Doede	3	Triston Miller	3	Alec Szczesny	3	Koa Taylor	3		
Jatavious Adams	5	Iris Saavedra	4	Seth Finnegan	3	Brandon Morris	3	Koa Taylor	3				
Jonathan Da-al	5	Gianni Toma	4	Erin Frazier	3	Tyler Newara	3						
Walter Icaza	5	Ryan Vance	4	Abel Gamo	3	Robert Ore	3						
Mario Ruiz	5	Sabrie White	4	Jesse Garnier	3	Karla Perdomo Alvia	3						
Corey Bode	4	Michael Absten	3	Grant Gustic	3	Charles Powers	3						

▼ By Number of Legacy Recruits. Top Legacy Recruiting Agents listed have at least 2 Legacy Recruits.
 ● Spotlight will picture the top 5 Legacy Recruiting Agents based on number of Legacy Recruits. Spotlight may picture more or less than 5 in case of a tie.
 ■ The number of YTD Legacy Recruits listed for Spotlight recognition may be different than the number of YTD Personal Recruits reported for Globe Life Achievement Award eligibility due to the counts being calculated differently.

LEGACY RECRUITING CLUB

MEMBERS

— By Number of Eligible Legacy Recruits*



Ransey Vazquez Bob Olson 100 Recruits QUAD PLATINUM	Michael McKiernan Dustin Venekamp 25 Recruits PLATINUM	Kelly Ekker Tiffany Roland 16 Recruits GOLD	Ryan Ohm Simon Arias 10 Recruits SILVER	Juan Olvera Stephen Jubrey 10 Recruits SILVER	Kelly Schoenherr Phillip Prata 10 Recruits SILVER
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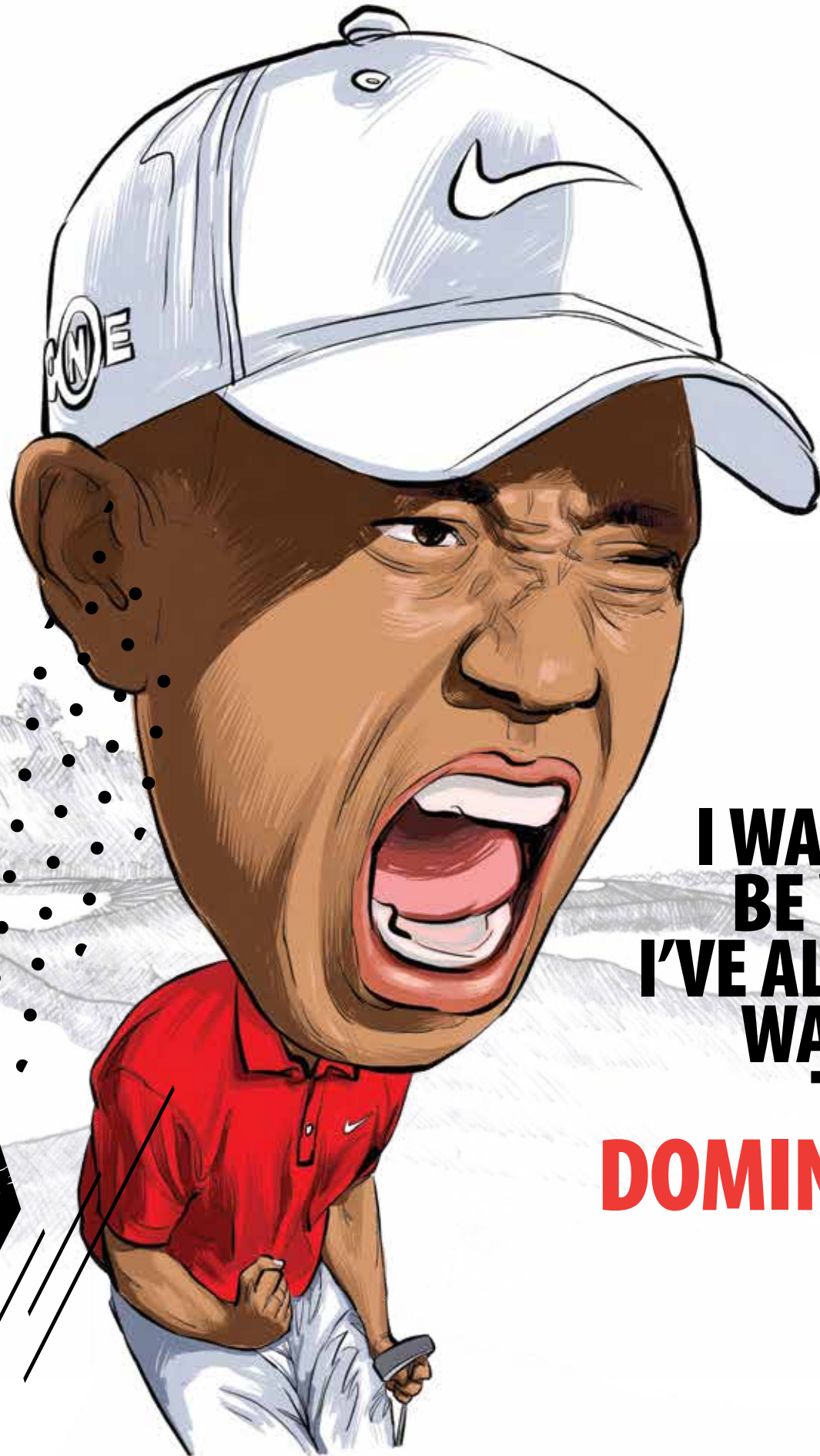


Manique Sala Souley Bah 6 Recruits BRONZE	Brandon Atchley Zach Hart 5 Recruits BRONZE	Atiya Bell Giglione-Ackerman 5 Recruits BRONZE	Andrew Bishop Altig-Orlovic 5 Recruits BRONZE	Maria Bonilla Borrego Beto Quintero 5 Recruits BRONZE
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Antonio Flores Zach Hart 5 Recruits BRONZE	Richard Tabanji S-S-Parks-Salvaggi 5 Recruits BRONZE
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*A Legacy Recruit is considered eligible (will count towards qualification levels) when he/she has submitted \$2,000 Net ALP



I WANT TO BE WHAT I'VE ALWAYS WANTED TO BE; DOMINANT.
— TIGER WOODS

The **BUSINESS** ATHLETE



By **Matt Ficarra**, Agent
and **Nick Moore**, State General Agent

THE ORIGINAL TIGER KING

I'M GOING TO BE **PROFESSIONALLY EXCELLENT.**

— Eldrick Tont "Tiger," to his father, Earl, at 9 years old.

With such a clear vision and focus as a young boy, "The Original Tiger King" has devoted his entire life to backing up those very words. He is arguably the greatest golfer to ever play the sport. **TIGER WOODS** currently holds the record for most PGA Tour wins among active golfers, is three major wins away from tying Jack Nicklaus' record, and has countless other records that will be very hard to ever be broken. He has some of the most memorable major wins in history, and



Flickr.com photo used under Creative Commons by Chase McAlpine.

most people who love sports know that "Sunday Tiger" dressed in red, is a major force to reckon with (pun intended). Without a doubt, Tiger Woods has had a tremendous impact on the game of golf, despite many significant obstacles and times of adversity.

Throughout Tiger's career, he has faced tremendous adversity and has not only faced them but flourished after each obstacle. From significant injuries and major surgeries which would end most people's careers, family/relationship issues, addiction problems, to changes and evolutions in the game itself, Tiger has fought his way back over and over to prove he truly is a "cleaner" and one of the best to ever play the game. After a 14-year span without a major win, several back and neck surgeries, and significant time away from the sport, Tiger came back to defy the odds at 43 years old to win his 15th Major Championship at the 2019 Masters.

Woods stated, **"EVERY SPORT EVOLVES. EVERY SPORT GETS BIGGER AND MORE ATHLETIC, AND YOU HAVE TO KEEP UP."**

Which brings us to the state we're currently in. Tiger Woods, "The Original Tiger King" has adapted and evolved with the game and here at AIL, as business athletes, we must do the same!

With the transition to alternate ways of doing business due to restrictions from

COVID-19 and things we have no control over, comes an incredible opportunity to **ADAPT, EVOLVE, AND LEAVE A LEGACY** by being like Tiger. Not only do we have to **EMBRACE** these changes, we **MUST THRIVE** and take **FULL ADVANTAGE** of this game-changing opportunity. The world is changing before our very eyes and **WE ARE THE FUTURE**. We must become comfortable being uncomfortable, take the bull by the horns, and crush this opportunity. Society, as we know it, is becoming a virtual world and we **MUST** remain laser-focused on our goals, adapt to the times, and use technology to dominate the industry.

All of us face obstacles and many different forms of adversity every day. We must use these **TESTS** and turn them into **TESTIMONIES**.

EVERY CHALLENGE, EVERY HURDLE, AND ALL OUR STRUGGLES ARE OPPORTUNITIES TO GROW, TO OVERCOME, AND DOMINATE!

Life is 10% what happens to you, and 90% how you react to it. Let's use this time, this transition, and this evolution as a major piece of our **TESTIMONY** and give it all we can. Let's get out there, let's dominate, and let's live our **VERY BEST LIVES!** ☺



TELL US how you relate sports or a sports figure to your career and life. If you see parallels between sports or sports figures and the AIL/NILICO life, submit your story of 500 words or less to lcry@ailife.com. If your story is selected, we'll give you a byline and feature your photo along with the article in a future issue of *Spotlight*.

MEDITERRANEAN CRUISE

AIL/NILICO 6-MONTH CONTEST

FINAL CONTEST RESULTS



Marseilles, France

State General Agents as of March EOM

Rank	Category	SGA	Total Contest ALP	Contest-to-Date % of Baseline Prod	Contest-to-Date % of New Assoc Obj
1 & 2	1	Altig-Orlovic	\$26,208,650	142.9%	99.9%
	2	Zach Hart	\$4,178,749	132.5%	104.6%
	3	Tom Williams	\$2,468,664	124.2%	112.1%
3	1	Bob Olson	\$2,027,847	129.1%	115.0%
	2	Satti-Kanaan	\$2,221,995	116.3%	111.1%
	3	Michael Vasu	\$2,620,164	110.7%	108.2%
4-11	1	Kay Pomroy	\$85,534	207.9%	150.0%
	2	Andre Hawthorne	\$392,939	171.3%	93.8%
	3	Gabriel Feldmann	\$298,001	162.8%	91.1%
	4	Cindy Furer	\$1,749,900	159.6%	105.0%
	5	Desi Dimitrova	\$1,102,021	148.6%	120.3%
	6	Pappas-Quadri	\$882,467	148.0%	94.9%
	7	Fisher-Zuzick	\$291,037	147.4%	102.6%
	8	Hart-Dushaj	\$1,819,646	134.6%	109.2%
	9	Andre McCallum	\$475,132	125.1%	120.8%
	10	Ernest Powell	\$679,099	125.0%	143.8%

Regional General Agents as of March EOM

Rank	SGA	Contest-to-Date Production	Contest-to-Date % of Baseline
1	Chris La Fond	\$747,330	262%
2	Jeremy Rivers	\$799,519	237%
3	Alex Kae	\$553,665	221%
4	Ryan Fickert	\$3,143,389	216%
5	Bruce Viaje	\$1,068,030	204%

Master General Agents as of March EOM

Rank	Category	SGA	Contest-to-Date Production	Contest-to-Date % of Baseline
1	1	Sara Vaz	\$687,709	293%
	2	Ryan Stenglein	\$762,530	164%
	3	Scott Wheeler	\$532,063	108%
2	1	David Wang	\$678,277	211%
	2	Reynolds Akuamo	\$364,185	175%
	3	Bobby Gujral	\$1,036,938	133%
3	1	Duane Shaw	\$563,777	151%
	2	Jonni Ng	\$470,808	151%
	3	Joshua Jackson	\$295,462	142%
4-11 & Rookie	1	Brent Bowling	\$1,186,969	
	2	Joseph Gojcaj	\$1,089,222	
	3	Patricia Contreras	\$1,028,610	
	4	Jeffrey Espinal	\$997,535	
	5	Paul Smith	\$852,631	
	6	Bruce Viaje	\$833,329	
	7	Mike Paragiou	\$799,326	
	8	Phi Phan	\$780,359	
	9	Daryl Graham	\$741,617	
	10	Sergio Carta	\$738,610	

General Agents as of week ending 3/31

Rank	SGA	Contest Net ALP
1	Klyo Vidal	\$188,976
2	Adel Al Choufi Naim	\$177,202
3	Eric Caballero	\$144,538
4	Jason Khodadadian	\$142,093
5	Jorge Toribio	\$134,819

Supervising Agents as of week ending 3/31

Rank	SGA	Contest Net ALP
1	Moriah Chandler	\$238,554
2	Jonathan Conn	\$202,013
3	Benzack Cooper	\$145,100
4	Joshua Egyud	\$137,381
5	Gjon Ljuljduraj	\$121,905

Individual Producers as of week ending 3/31

Rank	SGA	Contest Net ALP
1	Joshua Dishong	\$301,125
2	Michael van Delft	\$261,630
3	Trenton Miller	\$244,447
4	Joey Kennedy	\$233,487
5	Kalen Dugan	\$229,376
6	Muhammed Ashraf	\$229,355
7	Roger Fredericks	\$228,621
8	Taulant Bane	\$197,048
9	Kevin Gillum	\$194,115
10	Bobby Park	\$190,850
11	Lily Sakai	\$182,202
12	Ashley Rust	\$181,411
13	Anton Ljuljduraj	\$180,111
14	Arif Hajro	\$175,841
15	Steven Dell	\$174,724
16	Mike Reed	\$171,325
17	Carmen Arroyo	\$169,807
18	Jean Joseph	\$168,546
19	Codey Parks	\$160,260
20	Ian Pickett	\$155,424
21	Roger Fung	\$152,794
22	Philip Roffi	\$148,560
23	Abraham Mogilevsky	\$145,148
24	Irma Gallardo	\$139,723
25	Hany Mikhail	\$139,256

VPS as of March EOM

Rank	Total Contest ALP	Contest-to-Date % of Baseline Prod	Contest-to-Date % of New Assoc Obj	
1	Renee Jeffries	\$13,466,915	116.7%	90.0%
2	Scott Dehning	\$11,055,469	110.6%	92.9%

Sales Directors as of March EOM

Rank	Total Contest ALP	Contest-to-Date % of Baseline Prod	Contest-to-Date % of New Assoc Obj	
1	Phil Bromagen	\$5,952,045	120.0%	115.88%

Public Relations as of March EOM

TOP 5 PR REPRESENTATIVES

Rank	Contest-to-Date	% of Obj	Contest-to-Date	% of ORI
1	Linh Nguyen	216.18%	216.18%	77.68%
2	William Rol	205.96%	205.96%	44.63%
3	Criseida Hernandez	203.72%	203.72%	23.72%
4	Patrena Smith	164.84%	164.84%	60.27%
5	Rachel Shelton	131.53%	131.53%	34.38%

PR REPRESENTATIVES WITH 100% OBJ

1	Morgan Breier	351.80%
2	Linh Nguyen	216.18%
3	Amy Orlando	212.92%
4	William Rol	205.96%
5	Lisa Johnson	205.27%
6	Criseida Hernandez	203.72%
7	Patrena Smith	164.84%
8	Janis Pitts	151.78%
9	Malka Arony	136.71%
10	Rachel Shelton	131.53%
11	Jessica Christersson	130.22%
12	Mickey Boysza	130.01%
13	Dianna Lueke	122.64%
14	Amanda Cross	122.45%
15	John Wagner	121.91%
16	Tony Anderson	121.55%
17	Lisa Bennett	118.53%
18	Lisa West	115.20%
19	Steve Sanchez	107.05%
20	Pam Monetti	105.51%
21	Donna Altshue	104.95%
22	Jeffrey Hapke	103.09%
23	Kevin McKeen	101.25%
24	Ralph Beard	100.93%

TOP PR MANAGERS

Rank	Contest-to-Date	% of Obj	Contest-to-Date	% of Growth
1	Tami Williams	117.35%	117.35%	22.88%
2	Rosanna Gill	104.30%	104.30%	51.64%

PR MANAGERS WITH 100% OBJ

1	Tami Williams	117.35%
2	Rosanna Gill	104.30%

The cruise will be rescheduled at a later date.

The contest period is business or cards received and processed by Home Office between October 1, 2019 and March 31, 2020.

For complete qualifications, rules, and how drawing entries are accrued, refer to the ARC:

arc.aillife.com/default.aspx
arc.nilife.com/default.aspx

CONTEST WINNERS

State General Agents

Categories 1 & 2

#1 Altig-Orlovic

#2 Zach Hart

Drawing Winner:

Cohen-Cohen

Category 3

#1 Bob Olson

Categories 4-11

Drawing Winners:

Desi Dimitrova

Beto Quintero

Regional General Agents

#1 Chris LaFond

Master General Agents

Category 1

#1 Sara Vaz

Category 2

#1 David Wayne

Category 3

#1 Duane Shaw

Categories 4-14 & Rookie

Drawing Winners:

Candace Minor

Aaron Parks

General Agents

Drawing Winner:

Joshua Egyud

Supervising Agents

Drawing Winner:

Adel Al Choufi Naim

Individual Producers

#1 Joshua Dishong

#2 Michael Van Delft

#3 Trenton Miller

#4 Joey Kennedy

#5 Kalen Dugen

Drawing Winners:

Dustin Dunbar

Devin Finley

Roger Fung

Kevin Gillum

Lleison Martinez

Babajide Obashoto

Max Quasem

Mike Reed

Arturo Romero

Adam Wheeler

VPs

#1 Renee Jeffries

Directors

#1 Phil Bromogan

Public Relations

#1 PR Representative: Linh Nguyen

#1 PR Manager: Tami Williams

Drawing Winner:

Morgan Breier



THRIVING IN OUR NEW REALITY



Renee Jeffries

Division Vice President
American Income Life &
National Income Life Divisions

RECENTLY CELEBRATED MY 14TH ANNIVERSARY with AIL/NILICO and I can honestly say that I have never been more proud and excited to be a part of something so special. While most companies are laying off and struggling during these unprecedented times, we are hiring and thriving. Instead of focusing on problems, the focus has remained on solutions. This company continues to act quickly while making the necessary adjustments to continue operating at 100%.

It's truly amazing what has become possible within just a few short weeks, as we are now able to provide:

- Career opportunities virtually to more people than ever before; in a time where job dissatisfaction and unemployment are at all-time highs.
- Alternate selling capabilities to our sales-force, relieving worry on how to provide for our own families; in a time where

staying safe and healthy while working, is top priority.

- Benefits and protection to our current and future clients online; in a time when consumers are thinking more about the importance and value of life insurance than ever before.
- Effective and time efficient virtual training that not only benefits the new waves of people joining AIL/NILICO, but also increases our leaders' ability to grow and develop their teams.

The Home Office staff and Agency force has worked together to provide virtual training sessions multiple times a week on recruiting, selling, and developing our leaders. We have come together at a time where so much around us has fallen apart. Collectively, we have taken the stance that failure is not an option. In response to taking such action and embracing the changes in the midst of adversity, I'd like to congratulate and thank you for your efforts, as March was the biggest production month in company history – in addition to multiple record setting weeks in recruiting! How incredible is that?

The necessity to change has led AIL/NILICO to innovation and increased opportunities for future growth, and it is important to recognize the impact this can have on future business practices. It is safe to say that things

will never be the same as they once were; but only because they will be better and stronger ... so it is crucial for us to adapt accordingly:

- **ATTITUDE IS EVERYTHING.** Make the decision to be positive. It prevents negativity from consuming us.
- **EMBRACE CHANGE** with excitement, so getting stuck in old ways is not an option.
- **BE THANKFUL** to have any chaos that comes with change, as adversity sets the tone for character, willingness to push through, and strength to stay on track.
- **TAKE ADVANTAGE OF EVERY OPPORTUNITY** to learn from the best and implement; the support system in this company is second to none.
- **FOCUS ON SOLUTIONS** so there's no room to focus on problems. This allows us to control what is controllable. Everything else is a waste of time and energy.
- **INVEST IN SELF-DEVELOPMENT,** knowledge, skills, and confidence to successfully conduct business in the new reality of a virtual world.

The services we provide are essential; and therefore it is essential we make the most out of these times and make as much of a positive impact as humanly possible, on ourselves and others. What an amazing time to be a part of AIL/NILICO! 🌟



MARCH MADNESS CHAMPIONS

BEST MONTH EVER
\$27.4
 MILLION
 MARCH 2020

HIGHEST AGENT COUNT EVER
8,368
 AGENTS

RUNNERS UP BRACKET 2

1 ST PLACE	2 ND PLACE	3 RD PLACE	4 TH PLACE	5 TH PLACE
 Serge Brouillette \$2,000 Prize	 Devin Finley \$1,500 Prize	 Alex Miller \$1,000 Prize	 Dustin Dunbar \$750 Prize	 Adam Wheeler \$500 Prize






RUNNERS UP BRACKET 3

1 ST PLACE	2 ND PLACE	3 RD PLACE	4 TH PLACE	5 TH PLACE
 Nicholas Chuma \$1,500 Prize	 Bradley Christiansen \$1,250 Prize	 Hany Mikhail \$750 Prize	 David Staffery \$500 Prize	 Ngan Pham \$300 Prize

BRACKET 1	BRACKET 2	BRACKET 3	BRACKET 4
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 JOSH DISHONG \$7,000 Prize Runner Up Kalen Dugan \$3,500 Prize	 ROGER FUNG \$5,000 Prize Runner Up Maria Diringr \$2,500 Prize	 MARK LOMONACO \$3,500 Prize Runner Up Godwill Barungi \$1,800 Prize	 IRIS SAAVEDRA \$2,500 Prize Runner Up Harvey Quinn \$1,300 Prize
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RUNNERS UP BRACKET 1

1 ST PLACE	2 ND PLACE	3 RD PLACE	4 TH PLACE	5 TH PLACE
 Michael Van Delft \$3,000 Prize	 Kevin Gillum \$2,500 Prize	 Carmen Arroyo \$2,000 Prize	 Trenton Miller \$1,500 Prize	 Al-Karim Walji \$1,000 Prize

RUNNERS UP BRACKET 4

1 ST PLACE	2 ND PLACE	3 RD PLACE	4 TH PLACE	5 TH PLACE
 Rachael Glamp \$1,000 Prize	 Matthew Zang \$750 Prize	 Joseph Michelin \$500 Prize	 Jose Cuellar \$350 Prize	 Deanthony Hartman \$250 Prize



1
KALEN DUGAN
EL SOBRANTE, CA



2
EDDIE BELESHI
ST LOUIS, MO



3
KEVIN GILLUM
BRUNSWICK, OH



4
TRENTON MILLER
SACRAMENTO, CA



5
KOA TAYLOR
MAKAWAO, HI



6
KIRSTEN PUHL
PHOENIX, AZ



7
ARTURO ROMERO
ST LOUIS, MO



8
SHANE RENDELL
HALIFAX, NS



9
DEVIN FINLEY
CLEVELAND, OH



10
RACHAEL GLAMP
LYNNWOOD, WA



11
PA ALIEU KASSEH
WINNIPEG, MB



12
THEODORE INGRAM
WEXFORD, PA



13
DIEGO CORDEIRO
MIAMI, FL



14
HISHAM TABAK
NEWPORT BEACH, CA



15
WESLEE CAJERAS
AUCKLAND, NZ



16
KRISTIJAN ZILKOVSKI
TROY, MI



17
PRESTON KLUTZ
PHOENIX, AZ



18
VIVIAN TRINH
RENO, NV



19
TUCKER PARRISH
ST LOUIS, MO



20
CALEB AMOROS
SCHAUMBURG, IL



ICEBREAKERS
BEDROS NAAMA
TROY, MI



KEVIN PHARAON
WEXFORD, PA



TYLER STEWART
WEXFORD, PA

MARCH

Rank	Net ALP	NTG	RET	MGA	SGA	
1	Kalen Dugan	\$66,578	94		Harold Durana Altig-Orlovic	
2	Eddie Beleshi	\$61,050	100		Edward Leon Hart-Dushaj	
3	Kevin Gillum	\$57,722	97		Mark Neilson Altig-Orlovic	
4	Trenton Miller	\$54,957	94		Mark Neilson Altig-Orlovic	
5	Koa Taylor	\$54,912	94		Anadeto Arevalo Altig-Orlovic	
6	Kirsten Puhl	\$48,237	94		Trace Johnson Dustin Venekamp	
7	Arturo Romero	\$32,511	85		Mike Paragiou S-S-Parks-Salvaggi	
8	Shane Rendell	\$32,056	94		Claude Hamilton Satti-Kanaan	
9	Devin Finley	\$31,964	89		Matthew Dawson S-S-Parks-Salvaggi	
10	Rachael Glamp	\$31,507	97		Darez Meriwether Altig-Orlovic	
11	Pa Alieu Kasseh	\$29,545	80		Carlo Buhay Altig-Orlovic	
12	Theodore Ingram	\$29,485	93		Carey Hartman Simon Arias	
13	Diego Cordeiro	\$29,311	99		Walter Icaza Beto Quintero	
14	Hisham Tabak	\$29,211		79.1	Behrad Baghbanian Altig-Orlovic	
15	Weslee Cajeras	\$29,014	97		Jonathan Da-al Steve Friedlander	
16	Kristijan Zilkovski	\$28,824	98		Joseph Gocaj Zach Hart	
17	Preston Klutz	\$28,121	95		Michael McKiernan Dustin Venekamp	
18	Vivian Trinh	\$27,989	90		Denis Snyder Altig-Orlovic	
19	Tucker Parrish	\$27,417	97		Mike Paragiou S-S-Parks-Salvaggi	
20	Caleb Amoros	\$26,951	90		Zach Otto Sabrina Lloyd	
21	Jahara Clark	\$26,851	89		Blake Higuchi Altig-Orlovic	
22	Bedros Naama	\$26,719	97		Paul Smith Zach Hart	
23	Daniel Johnston	\$25,937		94.8	Kevin Appasamy Altig-Orlovic	
24	Kevin Pharaon	\$25,341	100		Timothy Bugge Simon Arias	
25	Adam Wheeler	\$25,335	91		Michael van Delft Satti-Kanaan	
26	Bryan Stoddard	\$24,091	95		Jeffrey von Kienast Josh West	
27	Ryan Clawson	\$23,873	94		Matthew Conrad S-S-Parks-Salvaggi	
28	Tyler Stewart	\$23,608	100		Sokol Fazliu Simon Arias	
29	Deon Taisacan	\$22,849	88		Dan Ikei Altig-Orlovic	
30	Christopher Edinger	\$22,846	87		Daryl Graham S-S-Parks-Salvaggi	
31	Sonia Steele	\$22,834	98		Daniel G Johnson Andre McCallum	
32	Brandon C Johnson	\$22,678	99		Samuel Artzis A-O-Lorence	
33	Priscila Gonzalez	\$22,565	100		Mark Neilson Altig-Orlovic	
34	Roxana Campos	\$22,282		90.0	Jacqueline Kabluyen Altig-Orlovic	
35	Twana Smith	\$22,128	87		Christie Jauch Simon Arias	
36	Tyrese Holland	\$22,101		74.5	Michael Giachetti S-S-Parks-Salvaggi	
37	Renee Zinsky	\$21,997		84.6	Samuel Boyle Simon Arias	
38	Joshua Hosenbold	\$21,697	97		Beau Locker Matt Henderson	
39	Keith Gindlesperger	\$21,583	92		Michael McKiernan Dustin Venekamp	
40	Priscilla Blanco	\$21,568		77.2	Phi Phan Desi Dimitrova	
41	Christopher Rolph	\$21,209	86		Daniel Perkins Altig-Orlovic	
42	Pranvera Kelmendi	\$20,869	89		George O'Shea Giglione-Ackerman	
43	Joseph Michelin	\$20,468	92		Matthew Hudlin Laura Fisher	
44	Violie Francia	\$19,931	89		Anita Ferris Steve Friedlander	
45	Chilynn Acevedo	\$19,847	98			Fisher-Zuzick
46	Jonathan Rindt	\$19,637	86		Tristan Dlabik Simon Arias	
47	Hanan Nagi	\$19,578	100		Edward Leon Hart-Dushaj	
48	Brandon Viaje-Roque	\$19,528		75.7	Bruce Viaje Altig-Orlovic	
49	Mahmoud Eid	\$19,436	97		Doreen Ryan-Foti Don Foti	
50	Brittmarie Yarian	\$19,153	88		Justin Hermann Dustin Venekamp	

YTD

Rank	Net ALP	NTG	RET	MGA	SGA	
*1	Kalen Dugan	\$163,340	94		Harold Durana Altig-Orlovic	
*2	Kevin Gillum	\$142,549	97		Mark Neilson Altig-Orlovic	
*3	Trenton Miller	\$116,326	94		Mark Neilson Altig-Orlovic	
*4	Eddie Beleshi	\$73,769	100		Edward Leon Hart-Dushaj	
*5	Devin Finley	\$70,514	89		Matthew Dawson S-S-Parks-Salvaggi	
*6	Weslee Cajeras	\$67,758	97		Jonathan Da-al Steve Friedlander	
*7	Kirsten Puhl	\$66,285	94		Trace Johnson Dustin Venekamp	
*8	Koa Taylor	\$65,303	94		Anadeto Arevalo Altig-Orlovic	
*9	Amy Montelius	\$64,325	93		Phi Phan Desi Dimitrova	
*10	Rachael Glamp	\$59,176	97		Darez Meriwether Altig-Orlovic	
11	Adam Wheeler	\$56,326	91		Michael van Delft Satti-Kanaan	
12	Arturo Romero	\$52,929	85		Mike Paragiou S-S-Parks-Salvaggi	
13	Vivian Trinh	\$52,176	90		Denis Snyder Altig-Orlovic	
14	Joshua Hosenbold	\$51,119	97		Beau Locker Matt Henderson	
15	Todd Krupa	\$50,076	89		Jessica Chang Altig-Orlovic	
16	Silas Merkel	\$48,746	95		Derek Foore S-S-Parks-Salvaggi	
17	Shane Rendell	\$48,714	94		Claude Hamilton Satti-Kanaan	
18	Ryan Clawson	\$47,691	94		Matthew Conrad S-S-Parks-Salvaggi	
19	Bryan Stoddard	\$45,890	95		Jeffrey von Kienast Josh West	
20	Priscilla Blanco	\$45,378		77.2	Phi Phan Desi Dimitrova	
21	Mark Bruce	\$45,151	89		Clayton Slaughter Michael Vasu	
22	Priscila Gonzalez	\$44,725	100		Mark Neilson Altig-Orlovic	
23	Cory Cannataro	\$43,638	87			Giglione-Ackerman
24	Brandon C Johnson	\$43,483	99		Samuel Artzis A-O-Lorence	
25	William Jones	\$43,399	100		Paul Smith Zach Hart	
26	Lambert McElrath	\$43,358	86		Brent Bowling S-S-Parks-Salvaggi	
27	Rochelle Magpantay	\$43,256	92		Michael Mandella Altig-Orlovic	
28	Ramon Noronha	\$42,854	97		Jeffrey Hall Serur-Yagjian	
29	Joseph Michelin	\$42,106	92		Matthew Hudlin Laura Fisher	
30	Hisham Tabak	\$42,048		79.1	Behrad Baghbanian Altig-Orlovic	
31	Caleb Amoros	\$41,531	90		Zach Otto Sabrina Lloyd	
32	Kevin Pharaon	\$41,445	100		Timothy Bugge Simon Arias	
33	Abeni Reynolds	\$41,308		77.8	Timothy Bugge Simon Arias	
34	Theodore Ingram	\$40,926	93		Carey Hartman Simon Arias	
35	Renee Zinsky	\$40,769		84.6	Samuel Boyle Simon Arias	
36	Roxana Campos	\$40,562		90.0	Jacqueline Kabluyen Altig-Orlovic	
37	Travis Carpenter	\$40,091	94		Jacqueline Kabluyen Altig-Orlovic	
38	Twana Smith	\$40,045	87		Christie Jauch Simon Arias	
39	Terrel Hunt	\$39,901	89		Shahab Mahdavejad Theodore Pappas	
40	Tyra Hamilton	\$39,877	88		Michael Mandella Altig-Orlovic	
41	Leanna Sinclair	\$39,787		83.0	Joshua Bacchus Altig-Orlovic	
42	Preston Klutz	\$39,703	95		Michael McKiernan Dustin Venekamp	
43	Anthony Rivellino	\$39,516		85.8	Matthew Conrad S-S-Parks-Salvaggi	
44	Tucker Parrish	\$39,476	97		Mike Paragiou S-S-Parks-Salvaggi	
45	Jacob Stephens	\$39,394	90		Clint Perry Altig-Orlovic	
46	Anthony Marsella	\$39,201	95		Veronica Coval Laura Fisher	
47	Christopher Short	\$38,856	85		Romal Omid Mathew Hart	
48	Adrian Horsham	\$38,597	95		Beau Locker Matt Henderson	
49	Alisha Smith	\$38,517	90		Glenn Johnson James Cunningham	
50	Pranvera Kelmendi	\$38,119	89		George O'Shea Giglione-Ackerman	

An IceBreaker is a Producer who made his/her first sale in the last 2 calendar months. We will recognize all IceBreakers in the Top 20 Rookie Producers list for the month, as well as the next Top 3 in this category.



1
TAULANT BANE
TEMPE, AZ



2
MICHAEL VAN DELFT
HALIFAX, NS



3
STEVEN DELL
WEXFORD, PA



4
JONNI NG
VIRGINIA BEACH, VA



5
ADRIENNE BRAGAS
LAS VEGAS, NV



6
CARMEN ARROYO
FLUSHING, NY



7
LAUREN COYNE
ISSAQUAH, WA



8
TONY GEORGES
CLEVELAND, OH



9
ROGER FREDERICKS
LAS VEGAS, NV



10
IAN PICKETT
VANCOUVER, BC



11
DIANKA BLASH
PORTLAND, OR



12
ROGER FUNG
TRACY, CA



13
ELIZABETH GARCIA
SCHAUMBURG, IL



14
MICHAEL SHERWOOD
CLEVELAND, OH



15
MATTHEW A WILSON
HENDERSONVILLE, TN



16
JOEY KENNEDY
HENDERSONVILLE, TN



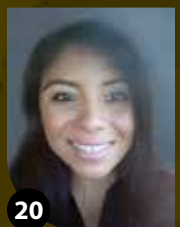
17
JOSHUA DISHONG
COLUMBUS, OH



18
MIKE REED
LONDON, ON



19
LUC DO
VANCOUVER, WA



20
IRIS SAAVEDRA
CONCORD, CA

MARCH

Rank	Net ALP	NTG	RET	MGA	SGA
1	Taulant Bane	\$122,689	73.2	David Carpenter	Dustin Venekamp
2	Michael van Delft	\$75,587	86.5	Michael van Delft	Satti-Kanaan
3	Steven Dell	\$61,587	76.2	Steven Dell	Simon Arias
4	Jonni Ng	\$57,644	82.3	Hunter Houvener	Altig-Orlovic
5	Adrienne Bragas	\$55,879	80.8	Joseph Tomanovich	Altig-Orlovic
6	Carmen Arroyo	\$52,774	77.9	Levar Morgan	Theodore Pappas
7	Lauren Coyne	\$50,961	100.0		Altig-Orlovic
8	Tony Georges	\$50,470	83.0	Matthew Conrad	S-S-Parks-Salvaggi
9	Roger Fredericks	\$50,102	83.4	Adrienne Bragas	Altig-Orlovic
10	Ian Pickett	\$49,931	73.7	Bobby Gujral	Altig-Orlovic
11	Dianka Blash	\$48,043	75.8	Chris La Fond	Altig-Orlovic
12	Roger Fung	\$47,919	87.3		Mathew Hart
13	Elizabeth Garcia	\$46,237	79.2	Zach Otto	Sabrina Lloyd
14	Michael Sherwood	\$46,067	80.8	Peter Kwiatkowski	S-S-Parks-Salvaggi
15	Matthew A Wilson	\$45,374	73.1	Bobby Hamilton	Altig-Orlovic
16	Joey Kennedy	\$44,857	80.7		Altig-Orlovic
17	Joshua Dishong	\$44,503	76.7	Joshua Dishong	S-S-Bendure-Hartwig
18	Mike Reed	\$39,581	89.0	Meaghan Krecsko	Altig-Orlovic
19	Luc Do	\$38,258	84.3	Joshua Olin	Altig-Orlovic
20	Iris Saavedra	\$37,123	77.2	Iris Saavedra	Don Foti
21	Alon Barnur	\$36,070	82.0	Melinda-Rae Lyse	Altig-Orlovic
22	Muhammed Ashraf	\$35,882	79.7	Sabrina Kryshundayal	Theodore Pappas
23	Duane Shaw	\$35,596	95.8	Duane Shaw	Sabrina Lloyd
24	Nicholas Chuma	\$35,287	82.9	Nicholas Chuma	S-S-Bendure-Hartwig
25	Alan Sedaghat	\$35,151	84.9	Bobby Gujral	Altig-Orlovic
26	Irma Gallardo	\$33,936	90.5	Steven Warner	Altig-Orlovic
27	Maria Diringner	\$32,190	78.8	David Wang	Bob Olson
28	Maren Conway	\$31,945	86.4	Marisa Willgruber	Pappas-Quadri
29	Alex Miller	\$31,851	80.2	Stephen Jeung	Cohen-Cohen
30	Aref Sayegh	\$31,617	89.0	Phillip Waisman	Satti-Kanaan
31	Massoud Vaziri	\$31,276	91.5	Bruce Viaje	Altig-Orlovic
32	Michael Dowler	\$31,144	83.6	James Sherwood	S-S-Bendure-Hartwig
33	Cathy Dishong	\$31,011	91.9	Tony Geer	S-S-Bendure-Hartwig
34	Eric Butt	\$29,540	79.1	Matthew Cartwright	S-S-Parks-Salvaggi
35	Douglas Clarke	\$29,225	81.9	Joshua Jackson	Brian Schreiter
36	Cleopatra Sola	\$29,200	91.3	Blake Higuchi	Altig-Orlovic
37	George Kamel	\$29,068	84.1	James Sherwood	S-S-Bendure-Hartwig
38	Christopher McGlynn	\$28,806	73.0	Mike Paragiou	S-S-Parks-Salvaggi
39	Altina Arakelian	\$28,755	93.6	Phi Phan	Desi Dimitrova
40	Bryan Juskiw	\$28,728	84.3	Bryan Juskiw	S-S-Bendure-Hartwig
41	James Keefer	\$27,275	76.6	Steven Dell	Simon Arias
42	David Carpenter	\$27,136	87.3	David Carpenter	Dustin Venekamp
43	Eric Snyder	\$26,910	74.2	Matthew Diulus	Simon Arias
44	Linda Marquez	\$25,970	80.3	Linda Marquez	Dustin Venekamp
45	Erna Gasanin	\$25,862	79.5	Bobby Hamilton	Altig-Orlovic
46	Tomarus Burks	\$25,721	75.0	Brian Jerome	Tom Williams
47	Bruce Tan	\$25,690	87.9	Christopher Clark	Altig-Orlovic
48	Eddie Pourjalali	\$25,489	82.7		Cohen-Cohen
49	Max Quasem	\$25,301	90.7		Cohen-Cohen
50	Jean Joseph	\$25,175	73.2		Tom Williams

ALL TIME RECORD: \$189,995 Net ALP — MARK NELSON

YTD

Rank	Net ALP	NTG	RET	MGA	SGA
*1	Joshua Dishong	\$183,231	76.7	Joshua Dishong	S-S-Bendure-Hartwig
*2	Michael van Delft	\$136,676	86.5	Michael van Delft	Satti-Kanaan
*3	Taulant Bane	\$125,207	73.2	David Carpenter	Dustin Venekamp
*4	Ian Pickett	\$111,620	73.7	Bobby Gujral	Altig-Orlovic
*5	Roger Fredericks	\$103,392	83.4	Adrienne Bragas	Altig-Orlovic
*6	Muhammed Ashraf	\$102,259	79.7	Sabrina Kryshundayal	Theodore Pappas
*7	Carmen Arroyo	\$102,190	77.9	Levar Morgan	Theodore Pappas
*8	Tony Georges	\$87,843	83.0	Matthew Conrad	S-S-Parks-Salvaggi
*9	Maren Conway	\$86,207	86.4	Marisa Willgruber	Pappas-Quadri
*10	Roger Fung	\$83,042	87.3		Mathew Hart
11	Mike Reed	\$82,157	89.0	Meaghan Krecsko	Altig-Orlovic
12	Max Quasem	\$76,730	90.7		Cohen-Cohen
13	Elizabeth Garcia	\$71,302	79.2	Zach Otto	Sabrina Lloyd
14	Jean Joseph	\$69,116	73.2		Tom Williams
15	Lily Sakai	\$67,752	92.6		Cohen-Cohen
16	Jonni Ng	\$67,578	82.3	Hunter Houvener	Altig-Orlovic
17	Aref Sayegh	\$64,632	89.0	Phillip Waisman	Satti-Kanaan
18	Matthew A Wilson	\$64,552	73.1	Bobby Hamilton	Altig-Orlovic
19	Irma Gallardo	\$64,420	90.5	Steven Warner	Altig-Orlovic
20	Dianka Blash	\$64,097	75.8	Chris La Fond	Altig-Orlovic
21	Maria Diringner	\$62,115	78.8	David Wang	Bob Olson
22	Meardey Kim	\$61,947	82.5	Yussuf El-Zein	Altig-Orlovic
23	Adrienne Bragas	\$61,644	80.8	Joseph Tomanovich	Altig-Orlovic
24	Felipe Machado-Santanna	\$60,394	76.9	Begona Patino-Lopez	Cisco Perez
25	Bryan Juskiw	\$58,546	84.3	Bryan Juskiw	S-S-Bendure-Hartwig
26	Dustin Dunbar	\$56,220	90.8		Dustin Venekamp
27	Mark Lomonaco	\$55,957	82.3	Michael Burningham	Altig-Orlovic
28	Ryan Vance	\$55,197	82.8	Derek Foore	S-S-Parks-Salvaggi
29	Richard Carter	\$55,177	92.0	Clint Perry	Altig-Orlovic
30	Bradley Christiansen	\$53,628	86.2	Darrell Asbell	Altig-Orlovic
31	Alex Miller	\$53,550	80.2	Stephen Jeung	Cohen-Cohen
32	George Kamel	\$52,851	84.1	James Sherwood	S-S-Bendure-Hartwig
33	Daniel Prinzo	\$52,834	81.1	Brent Bowling	S-S-Parks-Salvaggi
34	Carrisa Korres	\$52,271	88.3	David Wang	Bob Olson
35	Joey Kennedy	\$52,093	80.7		Altig-Orlovic
36	Lauren Coyne	\$52,015	100.0		Altig-Orlovic
37	Joachim Jean	\$51,927	90.6	Ryan Hall	Laura Fisher
38	Lleison Martinez	\$51,927	78.1	Begona Patino-Lopez	Cisco Perez
39	Allison Kusgen	\$51,671	87.5	Jon Morrow	S-S-Parks-Salvaggi
40	Michael Dowler	\$51,411	83.6	James Sherwood	S-S-Bendure-Hartwig
41	Omar Hashimi	\$51,170	80.7		Don Foti
42	Patricia Santamarina	\$50,655	81.5	Michael Mandella	Altig-Orlovic
43	Luis Miranda	\$49,950	77.2	Beau Locker	Matt Henderson
44	Cathy Dishong	\$49,926	91.9	Tony Geer	S-S-Bendure-Hartwig
45	Iris Saavedra	\$49,468	77.2	Iris Saavedra	Don Foti
46	Massoud Vaziri	\$49,144	91.5	Bruce Viaje	Altig-Orlovic
47	Douglas Clarke	\$49,024	81.9	Joshua Jackson	Brian Schreiter
48	Hany Mikhail	\$48,979	90.0	Michael Russin	Simon Arias
49	Michael Sherwood	\$48,953	80.8	Peter Kwiatkowski	S-S-Parks-Salvaggi
50	Dina Boghdady	\$48,837	82.7	Luay Ghawi	Altig-Orlovic

ALL TIME RECORD: \$756,403 Net ALP — JOSH DISHONG

LIFETIME RECORD: \$3,517,034 Net ALP — MAX QUASEM 11/30/19

SUPERVISING AGENTS



1 MORIAH CHANDLER
ALTAMONTE SPRINGS, FL



2 GJON LJULJDURAJ
ST LOUIS, MO



3 JOSHUA EGYUD
WEXFORD, PA



4 JONATHAN CONN
TROY, MI



5 GIANNI TOMA
TROY, MI



6 JACOB KIEFFER
WEXFORD, PA



7 NIKOLAI ZOLLINGER
HALIFAX, NS



8 JEROME BENENATI
TROY, MI



9 ANDRES LIRANZO
FLUSHING, NY



10 BRANDON ATCHLEY
TROY, MI

MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Moriah Chandler	\$94,844	\$101,688	92		Beau Locker Matt Henderson
2	Gjon Ljuljduraj	\$90,515	\$86,492		83.0	Edward Leon Hart-Dushaj
3	Joshua Egyud	\$57,385	\$84,657		78.6	Sokol Fazliu Simon Arias
4	Jonathan Conn	\$51,705	\$61,396	92		Joseph Gojcaj Zach Hart
5	Gianni Toma	\$44,043	\$61,930	100		Paul Smith Zach Hart
6	Jacob Kieffer	\$40,719	\$44,049	99		Sokol Fazliu Simon Arias
7	Nikolai Zollinger	\$37,262	\$38,812	92		Claude Hamilton Satti-Kanaan
8	Jerome Benenati	\$33,640	\$37,193		83.6	Joseph Gojcaj Zach Hart
9	Andres Liranzo	\$32,536	\$46,240		80.2	Jeffrey Espinal Theodore Pappas
10	Brandon Atchley	\$30,252	\$34,475	97		Paul Smith Zach Hart
11	Geoffery Osili	\$26,300	\$36,843		73.5	Jeffrey von Kienast Josh West
12	Benzack Cooper	\$25,934	\$39,825		76.0	Edward Leon Hart-Dushaj
13	Renee Zinsky	\$25,422	\$49,921	90		Samuel Boyle Simon Arias
14	Alec Obering	\$25,341	\$30,325	99		Timothy Bugge Simon Arias
15	Enid Franco	\$25,222	\$36,488	92		Michael Russo Laura Fisher
16	Siddhant Satoskar	\$25,181	\$27,121	93		Alex Kae Altig-Orlovic
17	Taleb Jammoul Hajali	\$25,080	\$39,644	93		Patricia Contreras Beto Quintero
18	Mario Ruiz	\$24,950	\$24,950	100		David Staffieri Dustin Venekamp
19	John Wegley	\$24,618	\$25,803	90		Samuel Boyle Simon Arias
20	Rachelle Zerbach	\$22,851	\$29,641	100		Britton Costa Simon Arias

ALL TIME RECORDS: \$268,100 1st 6 Mo Agt — JEFFREY HUDSON | \$268,100 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Moriah Chandler	\$231,543	\$246,427	92		Beau Locker Matt Henderson
*2	Joshua Egyud	\$125,222	\$175,534		78.6	Sokol Fazliu Simon Arias
*3	Jonathan Conn	\$120,631	\$145,876	92		Joseph Gojcaj Zach Hart
*4	Taleb Jammoul Hajali	\$96,864	\$127,301	93		Patricia Contreras Beto Quintero
*5	Benzack Cooper	\$84,399	\$105,986		76.0	Edward Leon Hart-Dushaj
6	Gjon Ljuljduraj	\$82,923	\$39,346		83.0	Edward Leon Hart-Dushaj
7	Sullena Staton	\$72,844	\$190,777	86		Steven Dell Simon Arias
8	Jerome Benenati	\$69,216	\$76,296		83.6	Joseph Gojcaj Zach Hart
9	Jeffery May	\$67,641	\$97,127		87.7	Derek Foore S-S-Parks-Salvaggi
10	Triston Miller	\$66,723	\$108,659	90		Brent Bowling S-S-Parks-Salvaggi
11	William Benline	\$60,091	\$73,198	89		Brandon Neal Hart-Dushaj
12	Andres Liranzo	\$55,460	\$82,072		80.2	Jeffrey Espinal Theodore Pappas
13	Geoffery Osili	\$54,106	\$70,683		73.5	Jeffrey von Kienast Josh West
14	Nikolai Zollinger	\$53,509	\$69,855	92		Claude Hamilton Satti-Kanaan
15	John Wegley	\$53,395	\$65,591	90		Samuel Boyle Simon Arias
16	Brandon Atchley	\$51,114	\$75,122	97		Paul Smith Zach Hart
17	Enid Franco	\$49,952	\$79,400	92		Michael Russo Laura Fisher
18	Arturo Romero	\$49,695	\$102,625	90		Mike Paragiou S-S-Parks-Salvaggi
19	Renee Zinsky	\$48,882	\$92,153	90		Samuel Boyle Simon Arias
20	Takeya Tatum	\$47,538	\$65,380	88		Jovanie Scarlett Kyle Johnson

ALL TIME RECORDS: \$593,315 1st 6 Mo Agt — PATRYCJA GRUDZINSKA | \$788,594 Net ALP — ARIF HAJRO

GENERAL AGENTS



1 IAN ROULEAU
TROY, MI



2 JENNA GRULA
WEXFORD, PA



3 CHRISTIAN GOJCAJ
ST LOUIS, MO



4 JOE LEWO
ALTAMONTE SPRINGS, FL



5 VALENTINO KALAJ
TROY, MI



6 DORIS MARTINEZ GARCIA
MIAMI, FL



7 ERICA ROBERTSON
WEXFORD, PA



8 VICTORIA VARNEY
MAKAWAO, HI



9 KLYO VIDAL
MIAMI, FL



10 ALEXANDER MARZILLI
RIVERSIDE, RI

MARCH

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
1	Ian Rouleau	\$137,790	\$147,494	93		Paul Smith Zach Hart
2	Jenna Grula	\$116,197	\$169,435		78.5	Sokol Fazliu Simon Arias
3	Christian Gojcaj	\$101,393	\$106,118	98		Edward Leon Hart-Dushaj
4	Joe Lewo	\$94,657	\$99,122	92		Beau Locker Matt Henderson
5	Valentino Kalaj	\$79,404	\$92,113	89		Joseph Gojcaj Zach Hart
6	Doris Martinez Garcia	\$72,197	\$125,877	90		Sergio Carta Beto Quintero
7	Erica Robertson	\$66,493	\$97,581	95		Timothy Bugge Simon Arias
8	Victoria Varney	\$62,929	\$69,196		82.8	Anacleto Arevalo Altig-Orlovic
9	Klyo Vidal	\$62,564	\$99,904	92		Patricia Contreras Beto Quintero
10	Alexander Marzilli	\$62,020	\$65,077	96		Fisher-Zuzick
11	Jacob Brown	\$52,900	\$83,928		80.4	Edward Leon Hart-Dushaj
12	Christopher McGlynn	\$52,478	\$98,135		75.1	Mike Paragiou S-S-Parks-Salvaggi
13	Kellie Hoffman	\$50,266	\$85,205	89		Samuel Boyle Simon Arias
14	Anton Ljuljduraj	\$49,358	\$73,080	97		Brandon Neal Hart-Dushaj
15	Colin Ghee	\$48,722	\$92,961		84.3	Aaron Parks Simon Arias
16	Roxie Soto	\$47,541	\$83,344	87		Walter Icaza Beto Quintero
17	Adel Al Choufi Naim	\$47,369	\$46,990	90		Juan Diaz Gonzalez-H-W
18	Jorge Toribio	\$46,662	\$84,518		81.7	Jeffrey Espinal Theodore Pappas
19	Keeland Bryant	\$46,249	\$73,748	90		Ashley Clarke Ernest Powell
20	Brandon Dusevic	\$45,755	\$53,668	86		Paul Smith Zach Hart

ALL TIME RECORDS: \$470,416 1st 6 Mo Agt — JEFFREY HUDSON | \$473,032 Net ALP — JEFFREY HUDSON

YTD

Rank	1st 6 Mo Agt	Net ALP	NTG	RET	MGA	SGA
*1	Joe Lewo	\$245,989	\$295,878	92		Beau Locker Matt Henderson
*2	Ian Rouleau	\$235,989	\$260,105	93		Paul Smith Zach Hart
*3	Brandon Dusevic	\$229,112	\$334,216	86		Paul Smith Zach Hart
*4	Jenna Grula	\$225,175	\$338,771		78.5	Sokol Fazliu Simon Arias
*5	Klyo Vidal	\$175,018	\$250,876	92		Patricia Contreras Beto Quintero
6	Christian Gojcaj	\$146,460	\$167,234	98		Edward Leon Hart-Dushaj
7	Jason Khodadadian	\$144,835	\$197,691	85		Mariam Shahid Theodore Pappas
8	Daniel Prinzo	\$143,906	\$419,229		78.9	Brent Bowling S-S-Parks-Salvaggi
9	Valentino Kalaj	\$138,092	\$201,761	89		Joseph Gojcaj Zach Hart
10	Jacob Brown	\$133,935	\$174,915		80.4	Edward Leon Hart-Dushaj
11	Anton Ljuljduraj	\$132,508	\$193,545	97		Brandon Neal Hart-Dushaj
12	Jorge Toribio	\$129,659	\$237,366		81.7	Jeffrey Espinal Theodore Pappas
13	Mohamad Raychouni	\$127,319	\$218,924	86		Joseph Gojcaj Zach Hart
14	Erica Robertson	\$122,359	\$203,337	95		Timothy Bugge Simon Arias
15	Doris Martinez Garcia	\$122,271	\$275,461	90		Sergio Carta Beto Quintero
16	Erika Walker	\$119,532	\$204,463	91		Michael Mandella Altig-Orlovic
17	Keeland Bryant	\$119,354	\$172,171	90		Ashley Clarke Ernest Powell
18	Adel Al Choufi Naim	\$105,793	\$106,385	90		Juan Diaz Gonzalez-H-W
19	Eric Caballero	\$103,789	\$114,484	90		Heriberto Chavez Richard Correa
20	Kellie Hoffman	\$101,483	\$181,224	89		Samuel Boyle Simon Arias

ALL TIME RECORDS: \$2,035,593 1st 6 Mo Agt — MEGAN JOHNSON | \$2,259,927 Net ALP — MEGAN JOHNSON

MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	157.2%	\$220,267	\$85,648		78.4	Theodore Pappas
Bobby Gujral	83.7%	\$293,050	\$159,559		81.9	Altig-Orlovic
II Bruce Viaje	90.5%	\$201,675	\$105,880		76.5	Altig-Orlovic
Walter Icaza	68.3%	\$164,156	\$97,535		78.0	Beto Quintero
Joshua Olin	48.4%	\$181,755	\$122,515		78.3	Altig-Orlovic
III Bobby Hamilton	69.9%	\$212,186	\$124,887		76.6	Altig-Orlovic
Blake Higuchi	19.9%	\$111,666	\$93,165		82.3	Altig-Orlovic
IV Phi Phan	428.5%	\$217,374	\$41,128		77.6	Desi Dimitrova
Romal Omid	132.6%	\$120,273	\$51,701		77.4	Mathew Hart
Daryl Graham	115.8%	\$192,591	\$89,251		74.8	S-S-Parks-Salvaggi
V Mike Paragiou	338.7%	\$225,516	\$51,405		75.5	S-S-Parks-Salvaggi
Steven Dell	252.6%	\$206,558	\$58,577		74.2	Simon Arias
Chase Miller	134.1%	\$155,226	\$66,319		79.9	S-S-Bendure-Hartwig
VI Brody Maughan-Evanson	220.5%	\$144,947	\$45,232		78.3	Simon Arias
Slavita Hut	135.5%	\$72,012	\$30,579		77.0	John Young
Clint Perry	44.5%	\$96,767	\$66,962		80.1	Altig-Orlovic
VII Sokol Fazliu	205.2%	\$172,658	\$56,576		75.2	Simon Arias
Travis Vaughn	104.0%	\$100,941	\$49,492		74.8	Simon Arias
Joshua Jackson	54.0%	\$101,515	\$65,907		76.0	Brian Schreiter
VIII Justin Adams	324.7%	\$73,492	\$17,306		76.7	Simon Arias
Christopher Hintz	179.2%	\$116,031	\$41,556		77.2	Altig-Orlovic
Michael Burningham	118.4%	\$92,105	\$42,165		84.0	Altig-Orlovic
IX Melinda-Rae Lyse	232.5%	\$91,547	\$27,531		80.2	Altig-Orlovic
Ransey Vazquez	125.0%	\$87,973	\$39,104		73.9	Bob Olson
Steven Warner	117.5%	\$67,904	\$31,219		82.1	Altig-Orlovic
X Kevin Appasamy	391.0%	\$89,772	\$18,283		82.7	Altig-Orlovic
Daniel Umbertone	211.6%	\$82,493	\$26,473		78.2	Altig-Orlovic
Jacqueline Kabluyen	210.0%	\$93,139	\$30,048		76.0	Altig-Orlovic
XI Ryan Ohm	156.7%	\$65,830	\$25,641		73.5	Simon Arias
Jesse Doherty	128.7%	\$53,133	\$23,236		74.7	Altig-Orlovic
Theodore Ryan	60.7%	\$37,411	\$23,281		75.6	Brett Gryska
XII Joshua Goodman	81.5%	\$53,805	\$29,650		73.7	Richard Correa
Chelsie Otto	77.2%	\$22,628	\$12,769		79.6	Sabrina Lloyd
Massoud Vaziri	40.8%	\$38,245	\$27,155		76.9	Altig-Orlovic
XIII Bobby Park	2442.1%	\$118,616	\$4,666		74.1	Altig-Orlovic
Thomas Romeo	417.3%	\$25,266	\$4,884		75.3	Pappas-Quadri
Steven Sparkes	322.3%	\$45,948	\$10,879		83.1	Altig-Orlovic
XIV Anacleto Arevalo	788.1%	\$87,826	\$9,890		79.6	Altig-Orlovic
Denis Snyder	254.5%	\$27,619	\$7,791		79.4	Altig-Orlovic
Brian Jerome	210.6%	\$41,367	\$13,320		73.3	Tom Williams
XV Alexandra Graham	1307168300.0%	\$43,572	\$0		85.0	Greg Graham
Jadwiga Martins	1166.0%	\$10,039	\$793		78.9	Altig-Orlovic
Felicia Steele	53.8%	\$17,694	\$11,501		89.4	Altig-Orlovic

ALL TIME RECORD: \$595,303 Net ALP — MARC SALVAGGI

MARCH ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Paul Smith	626.8%	\$183,020	\$29,200	202,500		78.8	Zach Hart
Joseph Gojcaj	413.3%	\$120,670	\$29,200	188,253	87		Zach Hart
Sergio Carta	335.7%	\$98,035	\$29,200	167,511		79.5	Beto Quintero
Timothy Bugge	228.1%	\$66,598	\$29,200	98,849		73.2	Simon Arias
Juan Diaz	224.7%	\$65,624	\$29,200	68,510	91		Gonzalez-H-W
Augusto Arango	197.9%	\$57,784	\$29,200	90,058		79.5	Hemerson Gonzalez
Edward Leon	172.5%	\$50,362	\$29,200	106,195	93		Hart-Dushaj
Heriberto Chavez	172.0%	\$50,223	\$29,200	54,928		76.9	Richard Correa
Aaron Piotrowski	167.7%	\$48,978	\$29,200	61,076		76.2	Sabrina Lloyd
Tristan Dlabik	166.7%	\$48,685	\$29,200	88,338	85		Simon Arias

YTD

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Jeffrey Espinal	67.2%	\$627,068	\$375,022		78.4	Theodore Pappas
II Joshua Olin	13.1%	\$397,585	\$351,397		78.3	Altig-Orlovic
Ryan Stenglein	11.1%	\$409,512	\$368,610		79.9	Altig-Orlovic
III Bobby Hamilton	26.6%	\$361,617	\$285,665		76.6	Altig-Orlovic
Mark Lahijani	19.5%	\$345,018	\$288,664		74.0	Theodore Pappas
IV Phi Phan	73.7%	\$459,527	\$264,522		77.6	Desi Dimitrova
David Wang	36.1%	\$331,788	\$243,766		75.0	Bob Olson
Marisa Willgruber	26.1%	\$272,604	\$216,206		73.8	Pappas-Quadri
V Michael Mandella	82.6%	\$410,073	\$224,535		73.5	Altig-Orlovic
Mike Paragiou	75.3%	\$388,594	\$221,661		75.5	S-S-Parks-Salvaggi
Steven Dell	43.9%	\$333,102	\$231,442		74.2	Simon Arias
VI Brody Maughan-Evanson	69.2%	\$318,536	\$188,237		78.3	Simon Arias
Jason Bratin	36.6%	\$251,589	\$184,188		81.9	Simon Arias
James Sodan	34.8%	\$256,502	\$190,227		73.8	Nick Moore
VII Sokol Fazliu	115.1%	\$343,406	\$159,656		75.2	Simon Arias
Joshua Jackson	27.8%	\$228,584	\$178,855		76.0	Brian Schreiter
Magda Figueiredo	12.9%	\$203,377	\$180,174		78.8	Giglione-Ackerman
VIII Christopher Hintz	75.9%	\$244,771	\$139,187		77.2	Altig-Orlovic
Alex Kae	59.3%	\$224,147	\$140,735		85.0	Altig-Orlovic
Michael Burningham	36.8%	\$206,885	\$151,245		84.0	Altig-Orlovic
IX Melinda-Rae Lyse	65.8%	\$210,763	\$127,089		80.2	Altig-Orlovic
Ransey Vazquez	53.4%	\$208,458	\$135,928		73.9	Bob Olson
Meaghan Krecsko	37.0%	\$171,036	\$124,800		78.1	Altig-Orlovic
X Jacqueline Kabluyen	84.1%	\$206,414	\$112,124		76.0	Altig-Orlovic
Darrell Asbell	76.3%	\$204,797	\$116,149		74.2	Altig-Orlovic
Daniel Umbertone	47.7%	\$149,300	\$101,051		78.2	Altig-Orlovic
XI Theodore Ryan	57.2%	\$147,487	\$93,812		75.6	Brett Gryska
Ryan Ohm	52.9%	\$133,752	\$87,454		73.5	Simon Arias
Thomas Longino	23.6%	\$122,367	\$99,021		76.0	Don Foti
XII Joshua Goodman	67.6%	\$136,634	\$81,505		73.7	Richard Correa
Levar Morgan	56.0%	\$133,915	\$85,843		77.8	Theodore Pappas
Joshua Bacchus	16.3%	\$97,312	\$83,696		81.7	Altig-Orlovic
XIII Bobby Park	250.8%	\$242,664	\$69,178		74.1	Altig-Orlovic
Daniel Perkins	118.1%	\$112,593	\$51,618		77.1	Altig-Orlovic
Shawn Lewicki	112.4%	\$110,597	\$52,067		85.2	Hart-Lewicki
XIV Anacleto Arevalo	302.7%	\$125,111	\$31,068		79.6	Altig-Orlovic
Chris La Fond	171.1%	\$120,710	\$44,524		82.3	Altig-Orlovic
Denis Snyder	100.4%	\$56,336	\$28,106		79.4	Altig-Orlovic
XV Alexandra Graham	370.9%	\$93,290	\$19,813		85.0	Greg Graham
Shawntae Collins	122.4%	\$13,381	\$6,017		75.3	Altig-Orlovic
Jadwiga Martins	102.4%	\$19,174	\$9,476		78.9	Altig-Orlovic

ALL TIME RECORD: \$4,005,969 Net ALP — MARC SALVAGGI

YTD ROOKIES

Category	PF	F6 Mo	F6 Mo Obj	Net ALP	NTG	RET	SGA
Rookie Paul Smith	404.2%	\$354,065	\$87,600	464,343		78.8	Zach Hart
Joseph Gojcaj	316.6%	\$277,354	\$87,600	471,072	87		Zach Hart
Juan Diaz	201.8%	\$176,783	\$87,600	175,221	91		Gonzalez-H-W
Sergio Carta	199.7%	\$174,938	\$87,600	403,054		79.5	Beto Quintero
Heriberto Chavez	181.3%	\$158,856	\$87,600	171,759		76.9	Richard Correa
John Santosuosso	170.8%	\$149,577	\$87,600	210,119		75.9	Brett Gryska
Mariam Shahid	150.7%	\$132,006	\$87,600	201,931	80		Theodore Pappas
Augusto Arango	149.9%	\$131,285	\$87,600	216,624		79.5	Hemerson Gonzalez
Edward Leon	139.1%	\$121,838	\$87,600	237,373	93		Hart-Dushaj
Aaron Piotrowski	129.1%	\$113,050	\$87,600	133,392		76.2	Sabrina Lloyd

Spotlight recognizes the top three Master General Agents in Categories I-XV with positive growth and the top ten Rookies with minimum 100% Performance Factor. Figures reflect hierarchy transfer adjustments. The MGAs that will be recognized at the 2020 Awards Presentation are the top MGA per category from Categories I-XV based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.

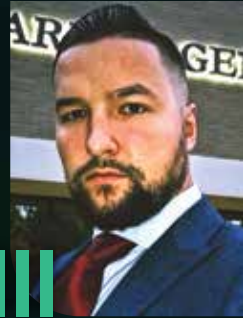
REGIONAL GENERAL AGENTS



I JUSTIN ADAMS
WEXFORD, PA



II WALTER ICAZA
MIAMI, FL



III MICHAEL RUSSIN
WEXFORD, PA



IV BRUCE VIAJE
SURREY, BC



V GARY SLOCUM
SAN DIMAS, CA



VI MIKE PARAGIOU
CLEVELAND, OH



VII MARISA WILLGRUBER
BLUE BELL, PA



VIII STEVEN DELL
WEXFORD, PA



IX CODY GARDNER
NEW YORK, NY



X HAROLD DURANA
SAN JOSE, CA



XI MIKE ALLEN
LOUISVILLE, KY



XII DIEGO ARANGO PUERTA
MIAMI LAKES, FL

MARCH

Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Justin Adams	76.2%	\$543,809	\$308,636	77.8	Simon Arias	
Bobby Gujral	51.8%	\$811,400	\$534,603	79.9	Altig-Orlovic	
Reynolds Akuamo	43.5%	\$429,408	\$299,180	74.3	Theodore Pappas	
II Walter Icaza	152.3%	\$488,683	\$193,703	79.7	Beto Quintero	
Joshua Olin	61.8%	\$571,030	\$352,998	77.2	Altig-Orlovic	
Paul Kelly	32.6%	\$259,256	\$195,586	83.4	Steve Friedlander	
III Michael Russin	140.1%	\$287,422	\$119,685	79.6	Simon Arias	
Kimberly Hamilton	70.6%	\$213,180	\$124,984	76.4	Brett Gryska	
Matthew Conrad	36.6%	\$283,085	\$207,192	82.6	S-S-Parks-Salvaggi	
IV Bruce Viaje	79.4%	\$243,013	\$135,488	76.6	Altig-Orlovic	
Scott Wheeler	70.0%	\$229,370	\$134,942	77.5	Satti-Kanaan	
Brandon Summerton	66.2%	\$230,030	\$138,368	73.0	Altig-Orlovic	
V Gary Slocum	349.5%	\$290,876	\$64,704	76.2	Desi Dimitrova	
Jeffrey Espinal	175.3%	\$218,039	\$79,197	78.4	Theodore Pappas	
Daryl Graham	157.3%	\$248,713	\$96,676	73.6	S-S-Parks-Salvaggi	
VI Mike Paragiou	234.7%	\$269,277	\$80,443	77.3	S-S-Parks-Salvaggi	
Romal Omid	146.6%	\$134,713	\$54,632	77.2	Mathew Hart	
Brody Maughan-Evanson	132.9%	\$210,778	\$90,514	77.2	Simon Arias	
VII Marisa Willgruber	95.3%	\$110,412	\$56,547	74.0	Pappas-Quadri	
Alex Kae	81.3%	\$169,497	\$93,473	84.8	Altig-Orlovic	
Alan Sedaghat	80.2%	\$123,614	\$68,608	76.6	Altig-Orlovic	
VIII Steven Dell	283.8%	\$207,383	\$54,029	74.2	Simon Arias	
Kevin Appasamy	218.9%	\$150,913	\$47,316	85.5	Altig-Orlovic	
Chase Miller	199.8%	\$156,797	\$52,297	79.9	S-S-Bendure-Hartwig	
IX Cody Gardner	536.7%	\$59,145	\$9,290	74.1	Albert Serur	
Antonio Reyes	381.3%	\$150,751	\$31,321	88	Serur-Yagjian	
Michael Mandella	208.5%	\$153,474	\$49,745	73.5	Altig-Orlovic	
X Harold Durana	399.1%	\$97,945	\$19,624	92	Altig-Orlovic	
Andrew Bishop	169.9%	\$78,045	\$28,918	90	Altig-Orlovic	
Carlo Buhay	164.0%	\$102,994	\$39,015	78.8	Altig-Orlovic	
XI Mike Allen	331.6%	\$73,576	\$17,049	90	Travis Moody	
Christopher Clark	310.7%	\$61,733	\$15,030	81.8	Altig-Orlovic	
Daniel Umbertone	272.4%	\$82,493	\$22,153	78.2	Altig-Orlovic	
XII Diego Arango Puerta	3378419900.0%	\$112,614	\$0	88	Gonzalez-H-W	
Jessica Davis	1758029900.0%	\$58,601	\$0	86	Altig-Orlovic	
Kingsley Ibeh	1283218700.0%	\$42,774	\$0	82	Dustin Venekamp	

ALL TIME RECORD: \$1,143,711 Net ALP — MATTHEW PARKS

YTD

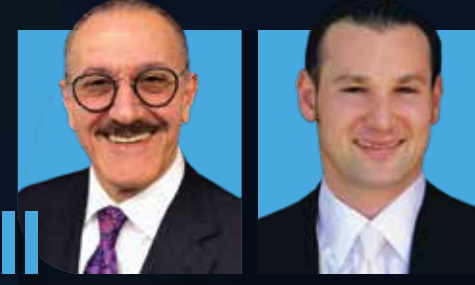
Category	Growth	Net ALP	Benchmark	NTG	RET	SGA
I Reynolds Akuamo	32.5%	\$1,332,455	\$1,005,939	74.3	Theodore Pappas	
Justin Adams	22.1%	\$1,057,507	\$865,973	77.8	Simon Arias	
Corey Helly	14.8%	\$1,106,904	\$963,805	75.3	Gigliome-Ackerman	
II Joshua Olin	45.4%	\$1,216,804	\$837,130	77.2	Altig-Orlovic	
Walter Icaza	34.4%	\$1,135,396	\$845,095	79.7	Beto Quintero	
III Matthew Conrad	23.3%	\$619,729	\$502,784	82.6	S-S-Parks-Salvaggi	
Kimberly Hamilton	15.0%	\$635,328	\$552,528	76.4	Brett Gryska	
Michael Russin	11.5%	\$543,862	\$487,923	79.6	Simon Arias	
IV Blake Higuchi	20.0%	\$557,333	\$464,388	79.0	Altig-Orlovic	
Darcy Schrieber	19.7%	\$503,915	\$421,074	76.9	Zach Hart	
V Jeffrey Espinal	76.8%	\$626,775	\$354,467	78.4	Theodore Pappas	
Gary Slocum	75.4%	\$589,219	\$335,951	76.2	Desi Dimitrova	
Chris La Fond	66.2%	\$569,788	\$342,763	78.1	Altig-Orlovic	
VI Mike Paragiou	54.7%	\$498,547	\$322,320	77.3	S-S-Parks-Salvaggi	
Brody Maughan-Evanson	39.2%	\$443,629	\$318,623	77.2	Simon Arias	
David Wang	36.9%	\$403,730	\$294,934	75.5	Bob Olson	
VII Marisa Willgruber	50.6%	\$376,612	\$250,129	74.0	Pappas-Quadri	
Alex Kae	46.7%	\$331,209	\$225,729	84.8	Altig-Orlovic	
Joshua Jackson	33.5%	\$331,337	\$248,208	76.2	Brian Schreiter	
VIII Steven Dell	57.8%	\$342,040	\$216,715	74.2	Simon Arias	
Ransley Vazquez	50.7%	\$316,459	\$209,986	74.0	Bob Olson	
Alberto Alcalá	49.0%	\$287,280	\$192,861	74.0	Ryan Bisanz	
IX Michael Mandella	134.4%	\$410,073	\$174,972	73.5	Altig-Orlovic	
Sokol Fazliu	117.2%	\$344,328	\$158,512	75.2	Simon Arias	
Antonio Reyes	95.4%	\$354,416	\$181,396	88	Serur-Yagjian	
X Harold Durana	90.2%	\$228,700	\$120,248	92	Altig-Orlovic	
Andrew Bishop	84.2%	\$209,172	\$113,535	90	Altig-Orlovic	
Sean Hansen	49.6%	\$184,962	\$123,609	74.8	Philip Prata	
XI Mike Allen	121.1%	\$192,452	\$87,057	90	Travis Moody	
Erin Allen	118.4%	\$213,149	\$97,611	79.7	Richard Correa	
Ricardo Subero	92.4%	\$176,087	\$91,509	88	Kyle Johnson	
XII Thomas J Vena	434103900.0%	\$10,853	\$0	100	Tommy Vena	
Justin Brent	531.0%	\$90,657	\$14,367	89	James Cunningham	
Jessica Chang	348.2%	\$96,288	\$21,485	89	Altig-Orlovic	

ALL TIME RECORD: \$9,042,633 Net ALP — MATTHEW PARKS

Spotlight recognizes the top three Regional General Agents in Categories I-XII with positive growth. Figures reflect hierarchy transfer adjustments. The RGAs that will be recognized at the 2020 Awards Presentation are the top RGA per category from Categories I-XII based on Net ALP Growth (minimum 10%). Must have full year comparison benchmark objective to qualify. The YTD Spotlight number may not necessarily reflect that computation. Minimum quality standards apply for recognition.



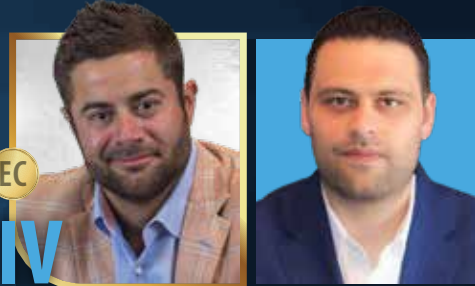
ALTIG-ORLOVIC



COHEN-COHEN



BETO QUINTERO



HART-DUSHAJ



DESI DIMITROVA



NICK MOORE



ERNEST POWELL



BYRON PAZ



HEMERSON GONZALEZ



ALBERT SERUR



FISHER-ZUZICK



GONZALEZ-H-W



EC = 2020 Executive Council Member
 † Performance Factor = (% Net ALP Obj + % Recruit Obj) ÷ 2
 Spotlight recognizes SGAs in Categories I-XI based on Performance Factor. The SGAs that will be recognized at the 2020 Awards Presentation are the top SGA per category from Categories I-XI based on Performance Factor (minimum 100%); the YTD Spotlight number may not necessarily reflect that computation. SGAs must be in their current category a minimum of 6 months to compete for YTD awards. Minimum quality standards apply for recognition

TOP PERFORMANCE FACTOR ▶



GONZALEZ-H-W
Category XII
258 PF



HEMERSON GONZALEZ
Category IX
211.3 PF

MARCH

Category	PF†	NetALP	NetALP Obj	% Net Obj	Recruits	Rec Obj	% Rec Obj	NTG	RET	% Growth
I Altig-Orlovic	122.7	\$6,357,928	\$4,417,500	143.9	199	196	101.5		77.7	29.5
Giglione-Ackerman	110.9	\$776,327	\$693,800	111.9	61	47	110.0		76.0	7.2
Simon Arias	109.3	\$2,199,205	\$1,791,500	122.8	90	94	95.7		78.2	7.0
Zach Hart	99.8	\$662,796	\$633,500	104.6	38	40	95.0		77.6	7.4
II Cohen-Cohen	103.9	\$441,657	\$451,600	97.8	21	18	110.0		79.6	7.1
Brett Gryska	99.3	\$525,366	\$593,600	88.5	28	24	110.0		77.8	-7.8
III Beto Quintero	173.1	\$488,684	\$203,900	239.7	33	31	106.5		79.6	126.6
Satti-Kanaan	114.9	\$414,918	\$319,600	129.8	15	15	100.0		78.5	17.2
Bob Olson	113.9	\$418,265	\$348,000	120.2	42	39	107.7		73.2	40.6
Mathew Hart	100.6	\$399,487	\$281,400	142.0	16	27	59.3		74.2	97.5
IV Hart-Dushaj	152.5	\$339,366	\$174,000	195.0	18	16	110.0		82.5	80.3
James Cunningham	91.4	\$226,526	\$273,300	82.9	20	20	100.0		75.5	-3.2
V Desi Dimitrova	195.0	\$314,079	\$111,000	283.0	15	14	107.1		76.2	141.1
Corey Neff	99.7	\$185,804	\$160,100	116.1	15	18	83.3		74.1	14.5
VI Nick Moore	113.7	\$202,044	\$128,400	157.4	7	10	70.0		76.8	69.4
Brian Schreiber	103.0	\$166,699	\$173,700	96.0	11	10	110.0	90		-6.9
Travis Moody	92.5	\$104,628	\$139,600	74.9	9	8	110.0		77.0	-9.6
Pappas-Quadri	90.0	\$124,381	\$155,300	80.1	13	13	100.0		74.6	-5.5
VII Ernest Powell	145.3	\$170,395	\$94,400	180.5	18	10	110.0		73.1	85.5
Ryan Bisanz	130.7	\$144,182	\$94,700	152.3	12	11	109.1		74.9	66.9
Greg Graham	95.7	\$96,659	\$97,000	99.6	11	12	91.7		74.9	0.8
VIII Byron Paz	118.8	\$117,298	\$91,900	127.6	11	6	110.0	87		63.4
Tiffany Roland	106.0	\$94,548	\$92,700	102.0	11	7	110.0		79.3	18.5
IX Hemerson Gonzalez	211.3	\$108,060	\$32,250	335.1	7	8	87.5		78.5	282.1
John Young	133.6	\$68,876	\$43,800	157.3	13	10	110.0		77.1	37.6
Jay Washington	120.1	\$122,136	\$77,900	156.8	10	12	83.3		74.2	60.4
Denis-Michael Catalano	99.3	\$84,411	\$95,200	88.7	11	8	110.0	88		3.5
Hart-Lewicki	97.3	\$83,073	\$87,800	94.6	8	8	100.0		76.2	-1.1
X Albert Serur	137.0	\$74,534	\$32,250	231.1	3	7	42.9		73.8	118.9
Martin Forshee	92.0	\$69,471	\$57,200	121.5	5	8	62.5	91		10.5
XI Fisher-Zuzick	175.0	\$87,368	\$36,400	240.0	8	7	110.0		73.0	176.6
Gabriel Feldmann	135.0	\$69,359	\$38,000	182.5	7	8	87.5		74.9	56.1
London Nelson	134.2	\$54,303	\$32,250	168.4	7	7	100.0	87		N/A
XII Gonzalez-H-W	258.0	\$130,942	\$32,250	406.0	12	7	110.0	88		N/A
HO Houston Latino	217.2	\$104,591	\$32,250	324.3	11	5	110.0	94		N/A
Mario Hajro	129.0	\$47,719	\$32,250	148.0	4	3	110.0	93		N/A

YTD

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Ryan Bisanz	130.7	\$144,182	\$94,700	152.3	12	11	109.1		74.9	50.4
Greg Graham	95.7	\$96,659	\$97,000	99.6	11	12	91.7		74.9	0.8
VIII Byron Paz	118.8	\$117,298	\$91,900	127.6	11	6	110.0	87		23.0
Tiffany Roland	106.0	\$94,548	\$92,700	102.0	11	7	110.0		79.3	18.5
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Mario Hajro	129.0	\$47,719	\$32,250	148.0	4	3	110.0	93		N/A
Kyle Wrobel	94.5	\$105,512	\$96,750	109.1	4	5	80.0	93		-28.7

CATEGORY I



1
MALKA ARONY
CAVE CREEK, AZ



2
PAM MONETTI
BUNKER HILL, IL



1
TIM O'CONNOR
YUKON, OK



2
MARIA SIERO
LAKEWAY, TX



1
AL WALL
HOLLAND LANDING, ON



2
TIMOTHY LEARY
BUFFALO, NY

CATEGORY II

CATEGORY III

CATEGORY IV



1
LISA BENNETT
ROCKFORD, MI



2
MICHAEL COOPER
DES MOINES, IA



1
RANDY STOCKLEY
TWILLINGATE, NL



2
MORGAN BREIER
SWARTZ CREEK, MI



1
CAS ROBINSON
NEPEAN, ON



2
GEORGE MURRY
MONTGOMERY, AL

CATEGORY V

CATEGORY VI

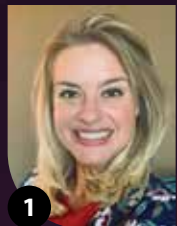
CATEGORY VII



1
CRISEIDA HERNANDEZ
TOMBALL, TX



2
MICKEY BOYSZA
BUTTE, MT



1
KELLY PENICK
BURLESON, TX



2
CHAS ROBINSON
OTTAWA, ON

CATEGORY VIII

FIRST SIGNED TG



AMA ASAMOAH
LOS ANGELES, CA



BHAVNEET BHATIA
BRAMPTON, ON

TOP MANAGERS

CATEGORY I



1
CHRISTA DAVIS
YORBA LINDA, CA

CATEGORY II



1
STEPHANIE BAUMANN
SPOKANE, WA

CATEGORY III



1
ROSANNA GILL
WATERTOWN, MA

INDIVIDUAL REPS: MARCH

Category	Rank	Rep	Cards	Obj	% Obj
I	1	Malka Arony	8,983	2,739	327.9%
	2	Pam Monetti	2,291	1,370	167.3%
	3	Jessica Treybick	2,046	1,774	115.3%
II	1	Tim O'Connor	1,423	1,161	122.5%
	2	Maria Siero	1,258	1,034	121.6%
	3	Robin Denham	1,526	1,255	121.6%
III	1	Al Wall	2,549	923	276.1%
	2	Timothy Leary	1,459	1,019	143.2%
	3	Krissa Hensley	1,380	1,002	137.7%
IV	1	Lisa Bennett	1,471	856	171.8%
	2	Michael Cooper	1,340	881	152.1%
	3	Larry Lozano	1,063	752	141.3%
V	1	Randy Stockley	2,944	682	431.7%
	2	Morgan Breier	2,548	670	380.5%
	3	Patrena Smith	2,276	677	336.1%
VI	1	Cas Robinson	1,956	648	301.7%
	2	George Murry	1,261	597	211.3%
	3	Jeffrey Hapke	1,022	600	170.3%
VII	1	Criseida Hernandez	1,625	555	292.6%
	2	Mickey Boysza	1,099	552	199.0%
	3	William Rol	995	513	194.0%
VIII	1	Kelly Penick	714	462	154.5%
	2	Chas Robinson	674	458	147.0%
	3	Linh Nguyen	626	473	132.3%
Rookie	1	Morgan Breier	2,548	670	380.5%
IceBreaker	1	William Rol	995	513	194.0%

ALL TIME RECORD: 18,960 Cards

INDIVIDUAL REPS: YTD

Category	Rank	Rep	Cards	Obj	% Obj
I	*1	Malka Arony	16,438	8,217	200.0%
	2	Pam Monetti	5,352	4,109	130.3%
	3	Lisa Johnson	5,448	4,743	114.9%
II	*1	Robin Denham	5,531	3,765	146.9%
	2	Tony Anderson	3,872	3,469	111.6%
	3	Tim O'Connor	3,704	3,484	106.3%
III	*1	Amanda Cross	3,392	2,772	122.4%
	2	Al Wall	3,376	2,769	121.9%
	3	Timothy Leary	3,185	3,056	104.2%
IV	*1	Lisa Bennett	4,329	2,568	168.6%
	2	Steve Sanchez	3,691	2,345	157.4%
	3	Fran Christie	2,723	2,414	112.8%
V	*1	Patrena Smith	6,418	2,031	316.0%
	2	Morgan Breier	4,545	2,009	226.2%
	3	Randy Stockley	4,263	2,046	208.3%
VI	*1	George Murry	2,736	1,791	152.7%
	2	Jaymz Hall	2,520	1,924	131.0%
	3	Cas Robinson	2,332	1,945	119.9%
VII	*1	William Rol	3,680	1,538	239.2%
	2	Criseida Hernandez	2,587	1,666	155.2%
	3	Mickey Boysza	2,277	1,657	137.5%
VIII	*1	Linh Nguyen	2,415	1,419	170.2%
	2	Joseph Tibayan	1,824	1,375	132.7%
	3	Chas Robinson	1,443	1,375	104.9%

ALL TIME RECORD: 61,879 Cards — DENISE BOWYER

MANAGERS: MARCH

Category	Rank	Manager	Cards	Obj	% Obj
I	1	Christa Davis	12,332	5,826	211.7%
	2	Tami Williams	9,124	7,190	126.9%
II	1	Stephanie Baumann	4,862	4,186	116.2%
	2	Lacy Martin	5,567	4,893	113.8%
III	1	Rosanna Gill	4,552	3,066	148.5%
	2	Deborah Boles	2,066	2,196	94.1%

MANAGERS: YTD

Category	Rank	Manager	Cards	Obj	% Obj
I	*1	Christa Davis	25,998	17,477	148.8%
	2	Cindy Cleary	19,568	17,311	113.0%
II	*1	Stephanie Baumann	13,270	12,557	105.7%
	2	Lacy Martin	12,316	14,680	83.9%
III	*1	Rosanna Gill	12,950	9,197	140.8%
	2	Billy Sauer	10,185	9,672	105.3%

MOST ORIGINAL CARDS GENERATED: YTD



1
PATRENA SMITH
EAST HARTFORD, CT

1 PATRENA SMITH
4,539

2 AL WALL
2,690

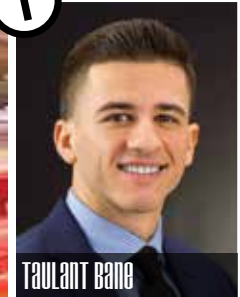
3 CAS ROBINSON
2,153

PUBLIC RELATIONS CATEGORIES ARE AS FOLLOWS

Rep Categories I-VIII assigned using average of leads generated last 3 years. For Reps with less than 3 years of service, 425 cards per month was applied for months with no production unless the average of their actual production was higher. To be recognized at Convention, Rep must meet minimum 80% of Objective.

Manager Categories I-III assigned using average of lead production last 3 years for their respective territories. To be recognized at Convention, Manager must meet minimum 80% of Objective.

WORLD'S GREATEST BONUS



TAULANT BANE
\$19,501
Dustin Venekamp



MICHAEL VAN DELFT
\$15,815
Satti-Kanaan



STEVEN DELL
\$11,209
Simon Arias



TONY GEORGES
\$10,647
S-S-Parks-Salvaggi



KALEN DUGAN
\$10,429
Altig-Orlovic

MARCH BONUS LEADERS | PAYOUT: \$2,813,239 | QUALIFIERS: 4,263

\$ 19,501	Taulant Bane	\$ 4,727	James Keefer	\$ 3,754	Denis Snyder	\$ 2,951	Tania Reyes	\$ 2,496	Danita George	\$ 2,213	Wyatt Greer
15,815	Michael van Delft	4,706	Douglas Clarke	3,613	Mark Lomonaco	2,947	Xavier Williams	2,492	Matthew Eberhardt	2,212	Aline Jacob
11,209	Steven Dell	4,676	Theodore Ingram	3,612	Michael McKiernan	2,942	Duni Olusegun	2,490	Brandon C Johnson	2,211	Rita Rider
10,647	Tony Georges	4,646	Alex Miller	3,609	Ashley Rust	2,934	Twana Smith	2,489	Elizabeth Garcia	2,211	Marc Albo
10,429	Kalen Dugan	4,592	Eric Snyder	3,590	Omar Hashimi	2,913	Ashkan Khoshmagham	2,486	Cody Langston	2,198	Pranvera Kelmendi
10,318	Kevin Gillum	4,562	Brian Cabral	3,576	Richard Carter	2,894	Cory Cannataro	2,483	Denise Serbantez	2,186	Blair Sheppard
10,075	Koa Taylor	4,561	David Staffieri	3,553	Triston Miller	2,849	Diana Al Ali	2,471	Erika Torres	2,183	Kendrick Greene
9,501	Carmen Arroyo	4,544	John Torres	3,552	Dustin Dunbar	2,845	Joseph Michelin	2,457	Hanan Nagi	2,183	Turissa Keys
9,684	Roger Fredericks	4,539	Jadwiga Martins	3,549	Glenn Arakawa	2,840	David Winker	2,449	Felipe Machado-Santanna	2,180	Tanya Black
8,853	Codey Parks	4,448	Daniel Johnston	3,544	Rachael Glamp	2,836	David Rigney	2,449	Felipe Machado-Santanna	2,179	Elba Diaz
9,011	Sophia Cowie	4,398	Pa Aliou Kasseh	3,540	Adriana Neagu	2,833	Cleopatra Sola	2,443	Janel Wilder	2,177	Roxie Soto
8,944	Eddie Beleshi	4,378	Hisham Tabak	3,493	Alexander Pham	2,822	Mohamad Awdi	2,433	Abraham Guerrero	2,175	Tyra Hamilton
8,853	Serge Brouillette	4,356	Joshua Hosenbold	3,476	Jean Joseph	2,811	Justin L Brown	2,432	Conor McGowan	2,174	Sean Walsh
8,795	Lauren Coyne	4,350	Eric Butt	3,460	Aaron Parks	2,802	Eddie Pourjalali	2,403	Shah Staneckzai	2,169	Austin Rockall
8,737	Roger Fung	4,318	Kristijan Zilkovski	3,453	Bradley Christiansen	2,779	Renee Zinsky	2,395	Tevin Overton	2,168	Tiffany Harmouche
8,473	Michael Sherwood	4,296	Aaron Chen	3,450	Caleb Amoros	2,770	Malcolm King	2,394	Serg Martires	2,166	Enid Franco
8,398	Jonni Ng	4,286	Preston Klutz	3,447	Tucker Parrish	2,756	Geoffrey Griffin	2,384	Escarling Urena De Veloz	2,159	Silas Merkel
7,850	Ian Pickett	4,253	Devin Finley	3,428	Patrycja Grudzinska	2,753	Mohammed Azam	2,384	Escarling Urena De Veloz	2,156	Risa Moniz
7,355	Trenton Miller	4,250	Linda Marquez	3,427	Keith Gindlesperger	2,746	Priscila Gonzalez	2,375	Iffrah Tahir	2,154	Daymon Green
7,286	Irma Gallardo	4,237	Constance Tuiteleapaga	3,424	Daniel Hanson	2,740	Daniel Hanson	2,360	Reinaldo Martinez	2,153	Ryan Bevan
7,049	Joshua Dishong	4,208	Ryan Hritz	3,400	Sandra Dumas	2,734	Alex Smith	2,359	Alexandra Longo	2,153	Anthony Marsella
6,930	Alan Sedaghat	4,177	Tanner West	3,398	Elyse Stewart	2,710	Zackara Hakim	2,357	Akinymi Akinseye	2,143	Kristopher Bour
6,830	Kirsten Puhl	4,172	Yana Gasanin	3,382	Tyler Gowan	2,704	Daberechi Anele	2,347	Ikram Al-Shobaki	2,139	Cody Fink
6,816	Duane Shaw	4,120	Lily Sakai	3,377	Ngan Pham	2,695	Philip McCulloch	2,338	Daniel Kooistra	2,126	Charles Powers
6,522	Joey Kennedy	4,120	Priscilla Blanco	3,315	Tyrese Holland	2,694	Aaron Ebel	2,331	Frederick Holguin	2,125	Saul Gonzalez
6,505	Luc Do	4,098	Tomarus Burks	3,270	Desiree Moore	2,687	Amy Montelius	2,313	Joshua Bacchus	2,118	Alipate Makau
6,370	Aref Sayegh	4,076	Alan Barnur	3,270	Chilyynn Acevedo	2,676	Ryan Clawson	2,310	Sharif Grays	2,118	Dana Martin Gonzalez
6,283	Dianka Blash	4,017	Diego Cordeiro	3,260	Nauleni Tuionetoa	2,671	Carel Smith	2,308	Kathryn Gilluly	2,104	Damaris Henderson
6,283	Massoud Vaziri	4,004	Ryan Vance	3,245	Mary Franklin	2,665	Rachael Vanderlee	2,302	Brianna Garza	2,101	Jillian Heaney
6,271	Nicholas Chuma	3,914	Mark Bernsdorff	3,238	Melinda Skinner	2,652	Patricia Santamarina	2,297	Nelson Radnoty	2,092	Stephen Bowen
6,214	Cathy Dishong	3,874	Jahara Clark	3,237	Damaris Trejo	2,649	Travis Carpenter	2,296	Dina Boghdady	2,092	Stacye Tanksley
6,100	Shane Rendell	3,869	David Carpenter	3,234	Gianni Toma	2,641	Michael Battaglio	2,295	Alisha Smith	2,091	Dav-Erman Kowlessar
5,942	Mike Reed	3,829	Christopher Edinger	3,218	Jordan Trin	2,638	Ronald Davis	2,293	Christopher Short	2,088	Seth Frisby-Jack
5,883	Nicholas Llewellyn	3,827	Sonia Steele	3,217	Vivian Study	2,634	Mahmoud Eid	2,277	Alliatis Leauomoana	2,088	Jihad Ottallah
5,853	Michael Dowler	3,806	Jennifer Ragan	3,207	Meardey Kim	2,606	Chris Anderson	2,275	Nicole Barabas	2,086	Jorge Gonzalez
5,773	Violie Francia	3,786	Hasan Ghazal	3,195	Eugene Kashkin	2,600	Christopher Applegate	2,274	Minh Phung	2,085	Christopher Nijmeh
5,717	Bruce Tan	3,774	Max Quasem	3,175	Ellen Tuttle	2,597	Jeffrey Tillman	2,253	Angelique Fenwick	2,083	Eldine Mpanzu
5,699	Maren Conway	3,760	Carrisa Korres	3,148	Ryan Burns	2,597	Atiya Bell	2,252	Vinny Vo	2,066	Alycia Hamlyn
5,693	Bryan Juskiw	3,757	Hany Mikhail	3,142	Jody-Ann Peters	2,588	Shawntae Collins	2,249	Steven Sparkes	2,063	Kasali Kotun
5,688	Muhammed Ashraf	3,744	Matthew Zang	3,128	Bryan Stoddard	2,571	Robert Martik	2,249	Alec Seibold	2,053	Payton Kellogg-Clarke
5,644	Maria Diringner	3,734	Anthony Rivellino	3,093	David Melendrez	2,570	Jacob Stephens	2,246	Adrian Horsham	2,053	Eric LaBossiere
5,572	Jenny Kim	3,729	Jordan K Brown	3,058	Brandon Viaje-Roque	2,538	Mack Hanna	2,240	Mark Diskin	2,049	Mahdi Wade
5,360	Iris Saavedra	3,717	Christopher McGlynn	3,046	Kristina Joachim	2,527	Matthew Sutton	2,238	Isaac Fuentes	2,045	Tiffany Perdue
5,319	George Kamel	3,716	Daniel Prinzo	3,022	Igor Melcharek	2,525	Dominick Williams	2,236	Lorraine Harris	2,039	Sandra Hodder
5,170	Joachim Jean	3,706	Trace Cary	3,021	Allison Kusgen	2,514	Fahim Waliullah	2,232	Andres Liranzo	2,037	Benjamin Ainscough
4,907	Roxana Campos	3,693	Adam Wheeler	3,011	Armando Rivera	2,503	Tanniedra Childs	2,228	Kevin Pharaon	2,036	Ryan Klontz
4,889	Bedros Naama	3,670	Cheyenne Malcom	2,990	Vincent Radisek	2,498	Adrienne Bragas	2,225	Athea Buchanan	2,036	Zachery Kertulis
4,888	Arturo Romero	3,658	Sunil Pillai	2,989	Bobby Park	2,497	Lleison Martinez	2,218	Krystal McGlown	2,028	Amber Fellman
4,888	Weslee Cajeras	3,650	Alتنا Arakelian	2,982	Steve Hartman	2,497	Jesse Fullmer	2,214	Matthew A Wilson	2,016	Cherrish Taylor
\$ 2,011	Rodney Williams	\$ 1,692	Vanessa Forouzan	\$ 1,497	Jon Golin	\$ 1,356	Karen Mosley	\$ 1,107	Robert D Williams		
2,006	Devin Taylor	1,690	Anton Donets	1,492	Ross Ewen	1,356	Deborah Noga	1,107	Raul Angulo		
2,001	Zachary Poker	1,688	Luis Miranda	1,491	Gary Wilson	1,349	Jeslyn Gordon	1,102	Joel Trask		
1,996	Hunter Houvener	1,688	Sandra Ferreira	1,491	Baton Statovci	1,348	Laurence Moore	1,101	Timothy Copenhaver		
1,995	Cassius Keene	1,687	Christopher Davis	1,490	Gregory Caldwell	1,347	Julia Loboda	1,099	Lydon Chaundy		
1,984	Anne Marie Giron	1,687	Guadalupe Ramirez	1,345	Blake Higuchi	1,345	Blake Higuchi	1,099	Michelle Gould		
1,981	Tremain Rembert	1,685	Paolo D'Andrea	1,487	Christopher Carns	1,343	Brendan Whitted	1,098	Nicholas Montiel		
1,973	Shannon Stroud	1,684	Marcus Pettigrew	1,486	Cathleen Hairston	1,343	Joy Vann-Austin	1,096	Christopher Botelho		
1,959	Keiko Vinatea	1,684	Genny Lemos	1,485	Brandon Carney	1,341	Mark Neilson	1,096	Yuhung Yeh		
1,958	Luis Lopez Cuevas	1,679	Steven Reeves	1,484	Nicholas Micare	1,341	Tyler Church	1,096	Craig Strompf		
1,950	Victor Liu	1,678	Lincoln Dziekonski	1,939	Jimmy Quiffle	1,340	Riche Haye	1,095	Johnnie Whiting		
1,941	Deaveon Francisco	1,676	Sean Taylor	1,480	Richard Bassett	1,339	Sharon Briscoe	1,090	Eleza Faison		
1,940	Trevor Bailey	1,675	Jhanna Valerio Vivas	1,478	Lionel Njuekam	1,338	Sean Smith	1,088	Zachary Shields		
1,935	Tammy Gawron	1,674	William Tompkins	1,477	Taylor Nathaniel	1,335	Levi Vermeulen	1,088	Marcus Mateus		
1,933	Alexandra Bumford	1,673	Kyle VanBibber	1,472	Richard Sidoti	1,334	Jenny Nguyen	1,088	Nourreddine Touahri		
1,933	Hussein Hamid	1,671	Brittmarie Yarian	1,472	Patrick Donovan	1,334	Wayne Burt	1,087	Arthur Aguiar		
1,929	Omar Billy	1,668	Willie Cummings	1,472	Chandra Seepersad	1,332	Sepehr Zadi	1,087	Gabriel Paez		
1,925	Abeni Reynolds	1,668	Charleston Lewis	1,471	Yvette Nelson	1,332	Moghadam	1,086	Joseph Massucci		
1,923	Brandon Yang	1,666	Javier Diaz	1,469	Christabel Ornelas	1,324	Tyler Tanner	1,325	Joseph Moore		
1,917	Nicole Cenker	1,666	Pablo Solis	1,466	Gregory VanSuch	1,323	Hector Sartori	1,083	Austin Barnhart		
1,911	Roberto Samano Diaz	1,665	Frank Pheifer	1,466	Terran Oliphant	1,323	Andrea Monaghan	1,080	Christopher Rantanes		
1,901	Michael Ellis	1,663	Evelyn Howell	1,465	Timothy Flynn	1,317	Phillip Rigoli	1,080	Anthony Spataro		
1,898	Ashley Hutson	1,659	Afolasade	1,463	Riley Peters	1,317	Khadijah Muhammad	1,080	Bethany Evans		
1,894	Jovencio Sales	1,658	Aboyade-Cole	1,458	Dylan Zayonc	1,317	Brock Lampee	1,073	Ruben Cortez		
1,890	Derya Ekren	1,658	Brandi Troka	1,454	Brian Melvin	1,315	John Bautista	1,072	Isabella Xia		
1,886	Brian Schmitz	1,655	Terrel Hunt	1,449	Jennifer Smajda	1,315	Rebecca Mehlinger	1,071	Shonda Duckett		
1,880	Lee Jeffers	1,653	Jonathan Rindt	1,446	Yu Ting Zhu	1,312	Johnathon Bogoslawski	1,070	Maria M Ramirez		
1,880	Gavin Gavazzi	1,649	Amanda D George	1,444	Brandon Dusevic	1,311	Justin Thompson	1,068	Adaiza Rijo		
1,875	Cameron Ontko	1,644	Yollette Mompont	1,443	Austin Edmonds	1,310	Toni Baldi	1,068	Cody Nykoliation		
1,875	Godwill Barungi	1,641	Rochelle Magpantay	1,442	Ryan Jarvie	1,310	Ebony Hogue	1,066	Selena Colon		
1,872	Romal Omid	1,638	Alex Piszczek	1,441	Daniel Navedo	1,308	Jeffrey Spanaus	1,065	Hollis Allen		
1,869	Raymond Stephenson	1,635	Timothy Cruise	1,440	Anthony Greco	1,306	Damen Hartwick	1,064	Kevin Appasamy		
1,861	Shatavia Fulton	1,628	Avion Johnson	1,439	Justin Irwin	1,306	Tyler McKnight	1,064	Stephanie Dobrynski		
1,860	Ramon Noronha	1,625	Ian Zollos	1,439	Kristi Basho	1,304	Benjamin Sulcer	1,063	Sherry Schick		
1,858	Alexandra Berberich	1,625	Cameca Poole	1,437	Laota Rassoull	1,302	Johny Gerges	1,062	Duncan Ray		
1,857	Chaz Whittaker	1,619	Akanesi Armstrong	1,436	Glوريا Mendoza	1,301	Keane Rogers	1,061	Jesse Briscoe		
1,848	Connor Meakins	1,619	Erica Robertson	1,436	Stephanie Harris	1,301	Joshua Egyud	1,061	Joel Acosta		
1,842	Juan Nunez	1,617	Jessy Girard	1,430	Candace Dillon	1,298	Latrece Watson	1,060	Justin Malone		
1,834	Rosita Tumpap	1,614	Shawn Quick	1,427	Lamine Diakhate	1,296	Matthew Castelli	1,059	Alex Grushko		
1,834	Sharica Williams	1,611	Selina Maldonado	1,427	Horace Sparrow	1,296	Leonardo Alsina	1,058	Randy Ortiz		
1,832	Mark Bruce	1,606	Yamid Mendoza	1,424	Kyle Jones	1,292	Lebert McBean	1,056	Anthony Kastelic		
1,828	William Davies	1,605	Jada McGillis	1,418	Sabrina Bailey	1,291	Samuel Deatly	1,052	Kelly Yarger		
1,825	Elba Diaz	1,605	Aleesha Warner	1,417	Louis Chiappetta	1,291	Cristy Dugger	1,050	Ziwen Peng		
1,818	Rackeem Miller	1,605	Oswaldo Tesman	1,416	Holly Simpson	1,289	Ariel McAlister	1,049	Tracy Davis		
1,805	Brandon Eck	1,603	Travis Cheek	1,416	Peer Shmelzer	1,289	De'Vontae Weekley	1,048	Arif Hajro		
1,798	Sean Walsh	1,601	Jose Morales	1,414	Erika Walker	1,288	Shannon Vidal	1,048	Paul Pestian		
1,791	Joseph Vaughn	1,596	Myaa Fallon	1,413	Behrad Baghbanian	1,285	Funmilola Elumade	1,047	Jalaleddin Kazemisaeid		
1,789	Kati LeWay	1,596	Brian Jerome	1,410	Viachaslav Vasilenko	1,284	Ludovic Tshimpanga Ndaye	1,047	Siddhant Satoskar		
1,788	William Jones	1,595	Melchor Soler Camejo	1,408	Michael Diaz	1,284	Balmont Thompson	1,047	Mohamed Wael Taher		
1,787	Scott Florin	1,582	Isaac Foster	1,406	Frank Russell	1,284	Aistis Brilinkevicius	1,046	Carrie Cook		
1,786	Colin Ghee	1,577	Victor Jadoo	1,406	Hans Klink	1,283	Christoph Guerrero	1,043	Victoria Lopes		
1,786	Debbie-Ann Whitehome	1,577	Charlene King	1,405	Jacob Krakora	1,282	Kathryn Grant	1,042	Peter Kaplanis		
1,784	Samy Jacques	1,576	Kashala Guiden	1,403	Johnny Fuller	1,282	Ray Salmon	1,041	Nicholas Jones		
1,782	Sean Shephard	1,575	Ana Cimarosti	1,403	Joseph Lamb	1,280	Zoltan Krecsko	1,039	Daevon Yarbrough		
1,780	Marc Futterweit	1,575	Michael Santosuosso	1,397	Joseph Lamb	1,278	Christine Morris	1,038	Dylan Conover		
1,778	Darez Meriwether	1,569	Justin Diaz	1,397	Brockton M Sperlitt	1,276	Michael Mamalakis	1,036	Tyler Parker		
1,776	Brad Toyama	1,558	Jesse Doherty	1,393	Rochelle Royce	1,276	Rovena Luljguraj	1,034	Xander Davis		
1,775	Ranjana Chopra	1,558	Fritznel Octave	1,393	Cynthia Ortiz	1,274	Nancy Branson	1,033	Jonathan Ojendi		
1,775	Dana Martin Gonzalez	1,557	Dana Martin Gonzalez	1,391	Mouhamad Baydoun	1,273	Krystle Bradshaw	1,031	Hannah Bailey		
1,764	Joseph Sarasin	1,557	Thomas Fox	1,385	Cristina Fox	1,270	Amy Spiegel	1,029	Shane Towe		
1,754	Delaine Tavormina	1,556	Bryan Hohenthauer	1,385	Shawn Kelley	1,260	Austin Hess	1,026	Steven Counts		

LEADERSHIP BONUS

1



BOBBY GUIRAL
\$36,556
Altig-Orlovic

2



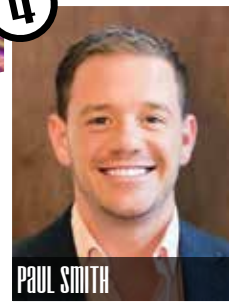
MATTHEW CONRAD
\$29,669
S-S-Parks-Salvaggi

3



JOSEPH GOJCAJ
\$27,598
Zach Hart

4



PAUL SMITH
\$21,578
Zach Hart

5



BEAU LOCKER
\$21,574
Matt Henderson

MARCH BONUS LEADERS

PAYOUT: \$1,837,567

QUALIFIERS: 707

- \$ 36,556 Bobby Guiral
- 29,669 Matthew Conrad
- 27,598 Joseph Gojcaj
- 21,578 Paul Smith
- 21,574 Beau Locker
- 21,492 Brent Bowling
- 20,860 Edward Leon
- 19,961 Ryan Stenglein
- 19,164 Mike Paragiou
- 17,583 Bruce Viaje
- 17,271 Jeffrey Espinal
- 17,238 Phi Phan
- 17,116 Derek Foore
- 16,668 Michael Mandella
- 16,326 Sokol Fazliu
- 15,509 Joshua Olin
- 13,773 Sergio Carta
- 13,384 Walter Icaza
- 12,511 Hunter Houvener
- 12,363 Ashley Clarke
- 12,353 Clayton Slaughter
- 11,878 David Wang
- 11,872 Alan Sedaghat
- 11,628 Levar Morgan
- 11,504 James Sherwood
- 11,411 Brandon Neal
- 11,183 Michael Giachetti
- 11,056 Darrell Asbell
- 10,911 Jason Bratin
- 10,604 Anacleto Arealo
- 10,531 Alex Kae
- 10,306 Bobby Hamilton
- 10,057 Eric Thompson
- 10,029 Melinda-Rae Lyse
- 9,721 Harold Durana
- 9,710 Adrienne Bragas
- 9,662 Zach Otto
- 9,612 Patricia Contreras
- 9,540 Steven Dell
- 9,461 Kevin Appasamy
- 9,329 Sara Vaz
- 9,174 Daniel Prinzo
- 9,084 Nicholas Chuma
- 9,040 Claude Hamilton
- 8,991 Jenna Gula
- 8,961 David Carpenter

- \$ 8,901 Peter Kwiatkowski
- 8,808 Justin Lowe
- 8,754 Romal Omid
- 8,721 Augusto Arango
- 8,691 Joshua Jackson
- 8,462 James Sodian
- 8,389 Matthew Diulus
- 8,265 Blake Higuchi
- 7,981 Tony Geer
- 7,700 Dan Ikei
- 7,628 Clint Perry
- 7,581 Travis Kovach
- 7,567 Joe Levo
- 7,497 Marisa Willgruber
- 7,281 Steven King
- 7,266 Valentino Kalaj
- 7,224 Michael Burningham
- 7,165 Andrew Bishop
- 7,117 John Lamere
- 7,081 Sabrina Kryshundayal
- 7,004 Daniel G Johnson
- 6,998 Phillip Waisman
- 6,926 Carey Hartman
- 6,887 Meaghan Krecsko
- 6,821 John Santosuosso
- 6,771 Sean Velasquez
- 6,592 IP Harris
- 6,586 Yussuf El-Zein
- 6,562 Juan Diaz
- 6,320 Jonathan Da-al
- 6,309 Anita Ferris
- 6,292 Luay Ghawi
- 6,277 Michael McKiernan
- 6,241 Christian Gojcaj
- 6,143 Matthew Dawson
- 6,084 Antonio Reyes
- 6,036 Doreen Ryan-Foti
- 5,914 Johnny Ly
- 5,829 Joseph Rotolo
- 5,819 Timothy Bugge
- 5,807 Samuel Boyle
- 5,646 Slavita Hut
- 5,643 Veronica Coval
- 5,515 Darius Rowan
- 5,457 Jonni Ng
- 5,414 Tiffani Tavormina

- \$ 5,380 Jacqueline Kabluyen
- 5,319 Tanner Duy
- 4,107 George O'Shea
- 5,258 Samuel Artzis
- 5,200 Ariana Jones
- 5,174 Britton Costa
- 4,101 Alipate Makaui
- 5,148 Nicki Griffiths
- 5,133 Michael Barlettano
- 5,124 Brody
- 5,074 Christopher Bungay
- 5,055 Darcy Schrieber
- 4,964 Dustin Dunbar
- 4,956 Aaron Piotrowski
- 4,956 Nicole Sanders
- 4,927 Donald DeVoise
- 4,927 Andrew Chambers
- 4,908 Stephen Jeung
- 4,890 Brian Jerome
- 4,886 Jeffrey Hudson
- 4,778 Michael van Delft
- 4,713 Arman Masomzadeh
- 4,709 Christie Jauch
- 4,704 Jessica Chang
- 4,650 Ian Rouleau
- 4,616 Heriberto Chavez
- 4,616 Jordan Lacy
- 4,604 Doris Martinez Garcia
- 4,595 Jeffery Thiel
- 4,465 Matthew Cartwright
- 4,431 Michael Gerstein
- 4,426 Magda Figueiredo
- 4,375 Tina Nelson
- 4,341 David Hausman
- 4,326 Rita Rider
- 4,280 Jorge Toribio
- 4,272 Mark Lahijani
- 4,262 Rex Munsey
- 4,250 James Keefer
- 4,216 Bobby Park
- 4,215 Matthew Hudlin
- 4,213 Stella Roznovan
- 4,210 Erin Allen
- 4,208 Jeffrey Hall
- 4,187 Bryan Juskiw

- \$ 4,184 Corey Helly
- 4,125 Danielle Morales
- 4,107 Michelle Gould
- 4,095 Travis Vaughn
- 4,094 Alexis Gomez
- 4,061 Jon Morrow
- 4,010 Alipate Makaui
- 4,007 Michael Raven
- 3,990 Tristan Dlabik
- 3,974 Tyler Worstell
- 3,968 Jessica Guerrero
- 3,960 Mohamad Raychouni
- 3,864 Michelle Olivo
- 3,831 Mariam Shahid
- 3,809 Scott Wheeler
- 3,787 Peter Gabranski
- 3,781 Tyler Dahlin
- 3,755 Pablo Solis
- 3,748 Elias Boles
- 3,712 Darez Meriwether
- 3,676 Shahab Mahdavejad
- 3,660 Michael Russo
- 3,646 Begona Patino-Lopez
- 3,637 Shawn Lewicki
- 3,628 Aaron Friedlander
- 3,594 Sylvain Kalombo
- 3,588 Angel Sparkes
- 3,577 Theodore Ryan
- 3,554 Jeffrey A Smith
- 3,520 London Burnett
- 3,525 Pablo De La Cruz
- 3,519 Blake Tomblin
- 3,517 Eno Iftiu
- 3,514 Hector Giron-Soto
- 3,486 William Parmeter
- 3,481 Saul Lopez
- 3,447 Matthew Bogle
- 3,434 Jovanie Scarlett
- 3,335 William Parmeter
- 3,481 Saul Lopez
- 3,447 Matthew Bogle
- 3,434 Jovanie Scarlett
- 3,335 William Parmeter
- 3,481 Saul Lopez
- 3,447 Matthew Bogle
- 3,434 Jovanie Scarlett
- 3,335 William Parmeter

- \$ 3,188 Keeland Bryant
- 3,184 Ross Ewen
- 3,130 Dominick Williams
- 3,111 Klyo Vidal
- 3,103 Kelly Ekker
- 3,100 Brandon Eck
- 3,070 Craig Stropmf
- 3,030 Daniel Foore
- 3,029 Bradley Fordyce
- 3,021 Omar Billy
- 2,979 DeShawn Moore
- 2,977 Elyse Bryan
- 2,972 Jon Willman
- 2,970 David Staffery
- 2,947 Lauren Coyne
- 2,933 Jagdish Sukhu
- 2,884 Nasr Quadri
- 2,878 Raul Rojas
- 2,875 Chris McFoy
- 2,868 Paul Rumbuc
- 2,834 Erica Robertson
- 2,773 Ransy Vazquez
- 2,772 Reynolds Akuamoa
- 2,754 Colin Ghee
- 2,751 Justin Diaz
- 2,741 Adem Abdula
- 2,736 Devon Chapman
- 2,732 Lidia Meglei
- 2,719 Sean Shephard
- 2,709 Dean Gushi
- 2,703 Adam Kidikas
- 2,699 Evan Donoghue
- 2,691 Michael Clemente
- 2,672 Danny Juskiw
- 2,663 Jacob Russell
- 2,647 Matthew Turnquist
- 2,628 Andy Batten
- 2,624 Andrew Hynan
- 2,617 Doron Freud
- 2,613 Glenn Johnson
- 2,602 Tiffany
- 2,563 Travis Picklesimer
- 2,549 Michael Ezeafulukwe
- 2,546 Alex Paguio

- \$ 2,531 William Dugan
- 2,518 Sherrie McCarty
- 2,496 John Collins
- 2,412 Alyssa Libby
- 2,411 Abraham El Refaei
- 2,405 Brandon Baker
- 2,397 Dustin Holtz
- 2,393 Cody Gardner
- 2,381 Christopher Ross
- 2,376 Michael Battaglio
- 2,370 LaDelus Brown
- 2,370 Rachel Brown
- 2,358 Ed-Maggie Myrthil
- 2,351 Kelly Schoenherr
- 2,342 Shanita Friedlander
- 2,337 Dana Velez
- 2,335 Ryan Wilson
- 2,320 Michael Romero
- 2,237 Brandon Hughes
- 2,231 Bethany Evans
- 2,230 Tahis Quintero Bonilla
- 2,229 Jake Gelb
- 2,211 Laura Dennee
- 2,211 Brandon Dusevic
- 2,209 David Stuart
- 2,208 Cara DeFiore
- 2,180 Eric Snyder
- 2,103 Anthony Almeida
- 2,096 Alexis Hawkins
- 2,083 Iris Saavedra
- 2,078 Thomas Romeo
- 2,076 Erika Walker
- 2,069 Duane Shaw
- 2,042 Chad Boskat
- 2,038 David Duddy
- 2,035 Jacob Brown
- 2,032 Matthew McDowell
- 2,028 Alfredo Garcia
- 2,025 Kevin Butchino
- 1,990 Karima Hartani
- 1,988 Stephen Coons
- 1,985 Jessie Holland
- 1,976 Daniel Perkins
- 1,943 David Rigney
- 1,938 Jaydan Heron-Smith
- 1,933 William Thomas
- 1,931 Evelin Castro-Sharif
- 1,877 Raynaldo Lafontant
- 1,871 Braxton Amy

- \$ 1,867 Joshua Krueger
- 1,866 Richard Pazak
- 1,861 Jeff Wentworth
- 1,854 Jeffrey Witherall
- 1,853 Jose Viramontes
- 1,846 Brenda Fox
- 1,846 Kerry Zorns
- 1,835 Chad Muise
- 1,831 Mark Bernsdorff
- 1,828 Zachery Kertulis
- 1,820 Alexander Marzilli
- 1,793 Jesse Fullmer
- 1,792 Keith James
- 1,791 Priscilla Blanco
- 1,755 Sean Hansen
- 1,744 Daniel Umbertone
- 1,733 Joy Vann-Austin
- 1,719 Loraine Harris
- 1,717 Mauro Capozucca
- 1,645 Paul Kelly
- 1,642 Richard Millington
- 1,642 Mary-Delores Ayarzagaitia
- 1,617 Tiffany Beadnell
- 1,617 Barry Donalson
- 1,605 Brandon Baker
- 1,597 Dustin Holtz
- 1,593 Cody Gardner
- 1,586 Hunter Welty
- 1,575 Nathan Doyle
- 1,560 Max Akers
- 1,556 Joseph McCallister
- 1,553 Holly Bonhorst
- 1,545 Arif Hajro
- 1,544 Mark Auvil
- 1,542 Robert Hughes

- \$ 1,530 Christopher Buttacavo
- 1,525 Joseph A Smith
- 1,520 Chase Miller
- 1,512 Corey Hallam
- 1,501 Aaron Patt
- 1,497 James Harding
- 1,496 Christopher Stevens
- 1,486 Anton Ljuljdjuraj
- 1,482 Dylan Zayonc
- 1,456 Sullena Staton
- 1,446 Atta Saleh
- 1,441 Charles Ferrari
- 1,428 Suzanne Moroney
- 1,423 Ernesto Delgadillo
- 1,412 Maxon Elozier
- 1,398 Dwayne Gomez
- 1,396 Alma Lozano
- 1,391 Deborah Noga
- 1,381 Rachel Effenbein
- 1,369 Jonathan Jones
- 1,355 Alexis Webb
- 1,353 Patrick Knouse
- 1,334 Taurean Flournoy
- 1,332 Roxie Soto
- 1,324 Lindsey Dettwiller
- 1,309 Genna DeMetsenaere
- 1,308 Alexis Tran
- 1,307 Angel Martinez
- 1,303 Afolasade Aboyade-Cole
- 1,299 Jennifer Jantzen
- 1,297 Eldine Mpanzu
- 1,284 Tyler Boulden
- 1,278 Nakita Fortin
- 1,274 Miguel Castillo
- 1,249 Robert Boyd

- \$ 1,246 Giovanni Diduro
- 1,230 Dina Boghdady
- 1,223 Philip McCulloch
- 1,223 Cody Allen
- 1,186 Levi Szanto
- 1,184 Toni-Ann Allen
- 1,136 Samuel Marzula
- 1,135 Casey Helly
- 1,134 Jadelene Welty
- 1,132 Altina Arakelian
- 1,132 Ashkan Khoshmagham
- 1,114 Dylan Murphy
- 1,106 Elcar Buhay
- 1,105 Francis Ingulli
- 1,098 Mavrick Fredericks
- 1,097 Kyle Jones
- 1,091 Shannon Moses
- 1,085 Marcus Moody
- 1,081 Duncan Ray
- 1,074 Tommy Conard
- 1,069 Jonathan Giaco
- 1,057 James Tolley
- 1,054 Shayla Williamson
- 1,054 Alexis Pineiro
- 1,045 Tami Chaimov
- 1,040 Victor Weber
- 1,027 Matthew A Wilson
- 1,010 Jessica Santamarina
- 1,004 Sean Brannan
- 1,002 Victor Holmes
- 992 Laurekins Pardovani
- 985 Daniel Pacheco
- 962 Jesus Parra
- 947 Mari Andrade
- 940 Miguel Castillo
- 913 Ameenah Little


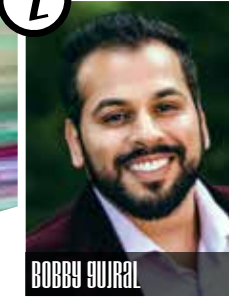
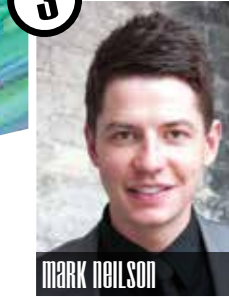
- \$ 904 Richard Rozolsky
- 897 Ryan Suhr
- 894 Raven Fugate
- 883 Candace Minor
- 881 Mayra Robles
- 868 Anthony Spataro
- 865 Derya Ekren
- 865 Justin Campbell
- 865 Jessy Girard
- 860 Christopher McGlynn
- 850 Michael Cirelli
- 835 Mark Diskin
- 834 Cristina Fox
- 834 Aaron Ebel
- 831 Matthew Castelli
- 819 Aaron Chen
- 799 Francesca Veltri
- 795 Lino Strussione
- 789 Anthony Chinaglia
- 782 Marie Laine
- 778 Michael Dowler
- 775 Duni Olusegun
- 773 Lorena Avila
- 767 Thomas Longino
- 763 Jonathan Pizzuto
- 759 Victoria Varney
- 756 Mark Neilson
- 756 Martin Salavec
- 751 George Shafiek
- 742 Kenan Hyseni
- 740 Cole Hatfield
- 737 Manique Sala
- 733 Mark Lomonaco
- 730 Sione Maumau
- 594 Demetrius James
- 727 Sean Blaney

- \$ 719 Erna Gasanin
- 717 DeAndre' Coleman
- 716 Katherine Lim
- 715 Landon Schlag
- 713 Jesse Medina Nunez
- 708 Christina Ross
- 697 Chris La Fond
- 697 Nicole Mead
- 689 Drake Smith
- 680 Divianna Garcia
- 679 Kelly Young
- 678 Paul Zuzick
- 678 Jordan Viaje
- 674 Nathan Stuck
- 667 Zachary Zannota
- 663 Derek Woo
- 662 Adel Al Choufi Naim
- 662 Evelyn Howell
- 657 Anne List
- 655 Vanessa Forouzan
- 655 Lalitha Janardhanan
- 654 Manuel Diaz
- 654 Steven Barton
- 654 Eric Butt
- 646 Johnny Fuller
- 645 Demetrius Lucas
- 642 Kempton Spary
- 638 Johnny Ramos
- 636 Francisco Vasquez
- 627 Maria M Ramirez
- 617 Randall Cook
- 602 Matthew Melhorn
- 599 Everett Farr
- 599 Jordan K Brown
- 594 Joseph Stapleton
- 592 Jack Craig

- \$ 592 Kamal Tayyib
- 592 Tammy Gawron
- 590 Ebuwa Ottagho
- 589 Matthew Ingram
- 585 Antonino Taormina
- 584 Daniel Ramirez
- 582 Michael Wright
- 580 Michael Botond
- 580 Yamid Mendoza Sanchez
- 579 William Davies
- 575 Janel Wilder
- 573 Muhammed Ashraf
- 573 Mele Makaui
- 572 Zachary Zannota
- 565 Jason Khodadadian
- 562 Nabil Atallah
- 557 Myaa Fallon
- 556 Johnathon Bogoslowski
- 554 Charles Lee
- 553 Elba Diaz
- 549 Nicole Preston
- 539 Hasan Ghazal
- 535 Tucker Gregor
- 532 Aref Sayegh
- 527 Arcelia Zizumbo
- 524 Joseph Wilson
- 520 Santiago Calle Ramirez
- 520 Jillian Getz
- 508 Jonathan Ramirez
- 505 Tracy Davis
- 504 Laurence Moore



RGA LEADERSHIP BONUS

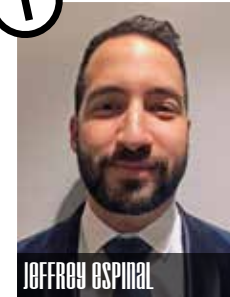







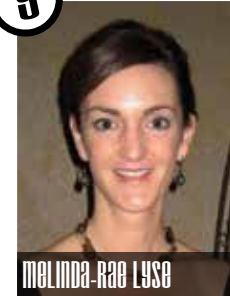

1	2	3
		
RYAN FICKERT \$62,072 Zach Hart	BOBBY GUJRAL \$51,697 Altig-Orlovic	MARK NEILSON \$31,592 Altig-Orlovic

MARCH BONUS LEADERS | PAYOUT: \$853,180 | QUALIFIERS: 150











<ul style="list-style-type: none"> \$ 62,072 Ryan Fickert 51,697 Bobby Gujral 31,592 Mark Neilson 30,683 Justin Adams 26,304 Joshua Olin 26,160 Matthew Diulus 25,375 Corey Helly 23,901 Reynolds Akuamo 22,215 Walter Icaza 19,764 Blake Higuchi 19,665 Christopher Hintz 16,678 Michael Russin 15,862 Daryl Graham 15,514 Gary Slocum 15,001 Chris La Fond 11,678 Morgan Lobello 11,494 Scott Wheeler 11,164 Ryan Hall 10,929 Matthew Turnquist 10,739 Andy Batten 10,550 Diego Arango Puerta 10,072 Kimberly Hamilton 	<ul style="list-style-type: none"> \$ 9,797 Paul Kelly 9,669 Joseph Tomanovich 8,925 Britton Costa 8,851 Alex Kae 8,175 Chase Miller 7,910 Lauren Coyne 7,556 Bobby Hamilton 7,445 Bruce Viaje 7,369 Shalom Chaimov 7,255 Amr Shater 7,183 Joshua Dishong 7,118 Tommy Conard 6,987 Jinelly Urena 6,737 Darcy Schrieber 6,482 Levar Morgan 6,419 Jonni Ng 6,378 Luay Ghawi 6,348 Ryan Wilson 6,233 Travis Vaughn 5,978 Jessica Santamarina 5,757 Michael Gerstein 5,529 Brent Bowling 	<ul style="list-style-type: none"> \$ 5,311 Randall Cook 5,307 Beau Locker 5,303 Patrick Knouse 5,066 Anita Ferris 4,711 Magda Figueiredo 4,582 Elias Boles 4,460 Zach Otto 4,155 Alma Lozano 4,155 Jesse Rennich 3,908 David Rigney 3,835 Daniel Umbertone 3,793 Michael Russo 3,792 Sean Velasquez 3,787 Antonio Reyes 3,685 Steven Barton 3,655 Mike Paragiou 3,591 Brody Maughan-Evanson 3,571 Jessica Chang 3,471 David Carpenter 3,459 Doreen Ryan-Foti 3,448 Shahab Mahdavejad 	<ul style="list-style-type: none"> \$ 3,409 Jeffrey Hall 3,234 Elyse Bryan 3,229 Steven Sparkes 3,211 Hector Mendez 3,198 Dylan Murphy 3,055 Ryan Stenglein 2,982 Ransey Vazquez 2,918 Kelly Ekker 2,882 Ashley Wenning 2,817 Clayton Slaughter 2,775 Ryan McIntosh 2,736 Yussuf El-Zein 2,681 Sean Hansen 2,639 Mark Lahijani 2,464 Romal Omid 2,438 Dan Ikei 2,433 Jeffrey von Kienast 2,396 Jonathan Phillips 2,352 Justin Brent 2,324 Jeremy Rivers 2,294 Duni Olusegun 2,246 Christopher Clark 	<ul style="list-style-type: none"> \$ 2,186 Hunter Houvener 2,139 Mavrick Fredericks 1,987 Peter Kwiatkowski 1,968 James Sodan 1,930 David Wang 1,901 Ronald Rivera 1,892 Alexandra Graham 1,875 Thomas Longino 1,829 Patrick Donovan 1,822 Ryan Ohm 1,766 Marisa Willgruber 1,759 Charles Ferrari 1,737 Craig Strompf 1,735 Mike Allen 1,679 Ricardo Subero 1,647 Gregory Rudolph 1,614 Clint Perry 1,613 Steven Dell 1,274 Sara Vaz 1,232 Evan Donoghue 1,193 Samantha Ralston 1,177 Michael Cirelli 	<ul style="list-style-type: none"> \$ 1,126 Aaron Friedlander 1,002 Tyler Worstell 994 Michael Clemente 904 Angel Martinez 805 Trace Johnson 778 Michael Burningham 759 Dustin Dunbar 742 Johnny Ly 724 Kerry Zorns 702 Jose Viramontes 701 Orli Ekstein 684 Justin Hermann 631 Kingsley Ibeh 620 Erin Allen 612 Darrin Roberts 592 Michael Trinh 589 Jeffrey Espinal 589 Jonathan Jones 521 Melinda-Rae Lyse 516 Alipate Makai
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MGA/RGA GROWTH BONUS

MGA

1	2	3	4	5
				
JEFFREY ESPINAL \$74,950 Theodore Pappas	PHI PHAN \$68,069 Desi Dimitrova	BOBBY PARK \$46,305 Altig-Orlovic	BRODY MAUGHAN-EVANSON \$37,025 Simon Arias	SOKOL FAZLIU \$35,170 Simon Arias
6	7	8	9	10
				
MIKE PARAGIOU \$35,157 S-S-Parks-Salvaggi	STEVEN DELL \$31,867 Simon Arias	ROMAL OMID \$29,690 Mathew Hart	MELINDA-RAE LYSE \$25,954 Altig-Orlovic	BEAU LOCKER \$25,147 Matt Henderson



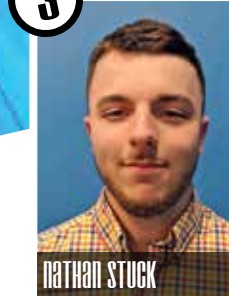
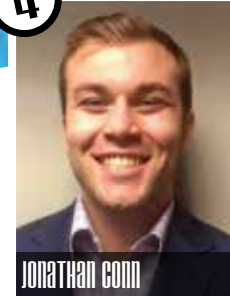

RGA






1	2	3	4	5
				
REYNOLDS AKUAMOA \$84,400 Theodore Pappas	GARY SLOCUM \$61,262 Desi Dimitrova	JOSHUA OLIN \$42,326 Altig-Orlovic	MATTHEW DIULUS \$37,389 Simon Arias	JUSTIN ADAMS \$28,681 Simon Arias
6	7	8	9	10
				
BOBBY GUJRAL \$23,257 Altig-Orlovic	MARK NEILSON \$22,337 Altig-Orlovic	CHRIS LA FOND \$22,064 Altig-Orlovic	BLAKE HIGUCHI \$12,885 Altig-Orlovic	MARISA WILLGRUBER \$12,836 Pappas-Quadri

MARCH BONUS LEADERS | PAYOUT: \$1,545,725 | QUALIFIERS: 128

SA/GA DIRECT CODE FIELD TRAINING BONUS

REINSTATEMENT BONUS

1  GJON LJULJDURAJ \$15,211 Hart-Dushaj	2  MORIAH CHANDLER \$12,304 Matt Henderson	3  NATHAN STUCK \$9,181 Simon Arias	4  JONATHAN CONN \$9,004 Zach Hart	5  GIANNI TOMA \$7,334 Zach Hart
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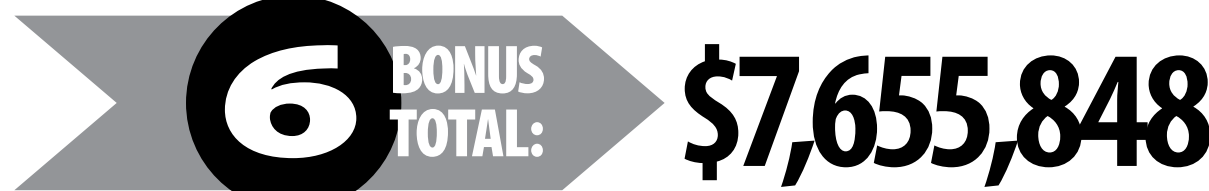
1  SAMI MOGANNAM \$3,584 Don Foti	2  BRADLEY WEIGAND \$2,684 S-S-Parks-Salvaggi	3  DENISE LEY \$2,355 S-S-Parks-Salvaggi	4  ORBY KELLEY \$2,173 S-S-Bendure-Hartwig	5  MITCHELL LOOK \$1,937 S-S-Parks-Salvaggi
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MARCH BONUS LEADERS | PAYOUT: \$538,905 | QUALIFIERS: 624

MARCH BONUS LEADERS | PAYOUT: \$67,232 | QUALIFIERS: 192

\$ 15,211 Gjon Ljuljduraj	\$ 2,266 Daniel Johnston	\$ 1,431 Koa Taylor	\$ 1,071 Philip Spicer
12,304 Moriah Chandler	2,238 Corey Helwig	1,424 Shane Valentine	1,068 Asante Jackson
9,181 Nathan Stuck	2,223 Doris Martinez Garcia	1,414 Eric Rodriguez	1,060 Lauren Lord
9,004 Jonathan Conn	2,223 Elvis Tinaj	1,409 Maureen Kilian	1,060 Jenna Grula
7,334 Gianni Toma	2,183 John Curry	1,397 Cory Moncol	1,058 Jacob George
7,120 Jacob Kieffer	2,180 Connor Meakins	1,391 Anthony Marsella	1,058 Sullena Staton
5,827 Daniel Pacheco	2,145 Brittmarie Yarian	1,381 Keith Brown	1,056 Jonathan Ramirez
5,763 Roxie Soto	2,137 Christopher Fortenberry	1,366 Kevin Dimery	1,050 Tyler Boulden
5,607 Jerome Benenati	2,055 Joseph Wilson	1,360 Travis White	1,044 Randa Mustafa
5,507 Ian Rouleau	2,050 Michelle Barnett	1,355 Edgar Gonzalez	1,032 Cody Garza
5,154 Victoria Varney	2,024 Khadijah Muhammad	1,347 Montesino Chris Gonzales	1,019 Anastasia Balytska
4,403 William Benline	2,017 Michael Nichols	1,339 Margarita Hickman	1,018 Jennifer Gilkie
4,352 Alexander Marzilli	2,012 Adianez Rodriguez	1,317 Casey Jarratt	1,014 Marion Polk
4,305 Brandon Dusevic	2,001 Victor Martel	1,308 Tasha Marker	1,001 Benjamin Ortlip
4,234 Nicole Mead	1,987 Devon Chapman	1,306 Sierra Way	996 Paula Thompson
4,118 Geoffery Osili	1,972 Derek Sutherlin	1,299 Joseph Sarasin	992 Alfredo Garcia
3,979 Joshua Egyud	1,972 Coesha Conaway	1,279 Hasan Ghazal	984 Tracy Davis
3,978 Siddhant Satoskar	1,956 David Hurst	1,279 Dillon Kuehne	976 Rubin Chaimov
3,773 Kade Beck	1,931 Hunter Gurrola	1,255 Jordan Russell	969 Stephanie Dunbar
3,737 Lino Strussione	1,918 Leonardo Alsina	1,246 Todd Krupa	961 Matthew A Wilson
3,683 Christopher McGlynn	1,908 Morgan Evans	1,242 Edward DeFurio	956 Asad Ahmed
3,677 Kamal Tayyib	1,906 Michele Faul	1,232 Tyler Humphreys	952 Mary Franklin
3,575 Tanner West	1,904 Enid Franco	1,228 Pharyn Wilson-Jones	950 Rajat Shrestha
3,571 Rachele Zerbach	1,889 Calvin Irving	1,222 Adam Schaefer	947 Jillian Heaney
3,561 Alex Grushko	1,883 David Murphy	1,215 Christopher Larsen	937 Cesar Perez Ramirez
3,433 Andres Liranzo	1,870 Nikolai Zollinger	1,208 Anthony Allonardo	922 Richard Shaw
3,325 Nikolai Zollinger	1,862 Jeffery May	1,198 Mark Bruce	917 Joseph Massucci
3,253 Laurence Moore	1,856 Riley Peters	1,194 Rosa Teixeira	913 Martin Salavec
3,133 Jason Khodadadian	1,815 Taleb Jammoul Hajali	1,192 David Huber	908 Arcelia Zizumbo
3,115 Preston Klutz	1,809 Jacquelynn Strobbe	1,188 Dina Boghdady	898 Daniel Durgin
3,005 Colin Ghee	1,793 Jeanine Reighn	1,187 Jeslyn Gordon	891 Crystal Bui
2,971 Besim Nikaj	1,785 Robert Trepagnier	1,183 Klyo Vidal	885 Jeremy Osborn
2,965 Seth Frisby-Jack	1,780 David Todd	1,181 Daniel Lopez	881 Adam Wheeler
2,947 Erika Walker	1,772 Jean Romero Capote	1,181 Abeni Reynolds	876 Jonathan Parham
2,867 Brandon Eck	1,747 Dimo Joannidis	1,163 Oludoyin Omolaja	875 Zachery Kertulis
2,798 Barrington Gordon	1,712 Justin Rydzziel	1,151 Robert Houston	873 Miguel Castillo
2,786 Alec Obering	1,701 Morunny Rocun	1,147 Atiya Bell	873 Audri Niezgod
2,685 Brandon Atchley	1,668 Michael Coulthard	1,137 Moriah Mann	870 Martin Guerrero
2,612 Benzack Cooper	1,589 John Orr	1,131 April Baxter	868 Matthew Melhorn
2,598 Raul Angulo	1,589 Vanessa Farias	1,126 Jimmy Quifille	867 Nathan Petersen
2,540 Takeya Tatum	1,579 Robert D Williams	1,119 Amy Montelius	864 Zachary Zanotta
2,514 Jonathan Ojendi	1,577 Sione Maumau	1,118 Corey Hallam	853 Mario Montes Santiago
2,513 Andre Bzhetaj	1,558 Riche Haye	1,099 Paul Torman	843 Jalaleddin Kazemisaeid
2,479 Ruben Cortez	1,541 Michael Hrvatin	1,089 Sergio Joaquin Haro	839 Holly Richey
2,430 Conor Markins	1,508 Justin Thompson	1,088 Chilynn Acevedo	838 Sandra Ferreira
2,420 Keeland Bryant	1,499 Victor Romero	1,085 Alexandra Longo	834 Chase Trivison
2,420 Nelson Desmond	1,469 Triston Miller	1,084 Donnette Jones	832 Deion Alcoczy
2,376 Eric Caballero	1,459 Jordan T Brown	1,075 Christian Gojcaj	832 Vanessa Mendez
2,316 Tyler Cox	1,457 Victor Holmes	1,075 Alexandra Berberich	831 Lukess Joseph
2,292 Katy Rivera			824 Brittany Douglas

\$ 3,584 Sami Mogannam	\$ 1,624 Dawid Liniewski	\$ 1,139 Benton Tong	\$ 737 Ed-Maggie Myrthil	\$ 580 Leslie Volpe	\$ 522 Marc D'Emilia
2,684 Bradley Weigand	1,534 Corey Lavigne	1,092 Carolyn Havens	715 Houda Legsai	573 Susan daCruz	
2,355 Denise Ley	1,429 Wilmer Jimenez	1,022 Zenon Zorij	709 Victoria Lindner	560 Alison King	
2,173 Orby Kelley	1,417 Fazal Khan	954 Steven Mason	663 Andrea Yee	559 Ryan Vopat	
1,937 Mitchell Look	1,241 Natalie Soboleva	776 Loraine Patterson	604 Megan Russell	548 Muhammed Ashraf	
1,808 Dason Phaul	1,236 Scott Davison	772 Joseph Faisant	591 Monica Cruz	524 Katherine Weeks	



WORLD'S GREATEST \$2,813,239	LEADERSHIP \$1,837,567	RGA LEADERSHIP \$853,180	MGA/RGA GROWTH \$1,545,725	SA/GA TRAINING \$538,905	REINSTATEMENT \$67,232
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All qualifiers listed achieved at least \$500 in bonus totals | WGB qualifiers achieved at least \$1000 in bonus totals | WGB recognition is based on \$1,000 MTD Net ALP minimum achievement level

FOUNDERS CLUB

March Qualifiers—
Outstanding Producers & PR Representatives:



Roger Fredericks

Altig-Orlovic
2 Qualifications
\$147,449 Net ALP
83.4 RET



Lily Sakai

Cohen-Cohen
32 Qualifications
\$109,913 Net ALP
92.6 RET



Bryan Juskiw

S-S-Bendure-Hartwig
5 Qualifications
\$81,394 Net ALP
84.3 RET



Daniel Prinzo

S-S-Parks-Salvaggi
3 Qualifications
\$77,863 Net ALP
81.1 RET



Dustin Dunbar

Dustin Venekamp
14 Qualifications
\$75,917 Net ALP
90.8 RET



Joachim Jean

Laura Fisher
10 Qualifications
\$74,533 Net ALP
90.6 RET



Omar Hashimi

Donald Foti
6 Qualifications
\$64,635 Net ALP
80.7 RET

PR



Malka Arony

Arizona
9 Qualifications
25,910 Cards



Patrena Smith

CT and W Mass
1 Qualification
08,438 Cards

A WINNER'S PERSPECTIVE IS ESSENTIAL IN TIMES LIKE THESE!



MILLION DOLLAR CLUB

Another champion, another milestone!
Each champion will receive a bonus of \$5,000, plus \$5,000 for each additional qualification, and the Million Dollar Club Award. Congratulations on your achievements!



Michael van Delft
Satti-Kanaan
Contracted 8/7/06
Qualified 3/31/20
\$3,030,736 Net ALP



Ala Awad
A-O-Lorence
Contracted 9/12/07
Qualified 3/31/20
\$1,004,479 Net ALP



Irma Gallardo
Altig-Orlovic
Contracted 12/14/13
Qualified 3/31/20
\$1,004,461 Net ALP

DIRECTORS OF THE MONTH



Sales Director of the Month ★★

Phillip Bromagen

Phillip had 104.17% growth over March 2019.



PR Director of the Month ★★

Jacqueline Lowe

Jacqueline met 144.26% of Objective during March 2020.



David Zophin

President
American Income Life &
National Income Life Divisions

IT GOES WITHOUT SAYING THAT THESE are trying times. But it's important to keep these times in perspective and realize that this isn't the first crisis we've faced, nor will it be the last.

We've all heard the cliché: *Tough times don't last – only tough people do.* You could apply the same to our Company. Not only do we always survive, but we thrive, and I speak from experience.

I have been with AIL/NILICO for more than 20 years. I experienced 9/11, the global financial crisis of 2007-2008, and now the coronavirus pandemic. In the midst of this latest difficulty, it can be hard to see the light at the end of the tunnel, but just as we came out of the previous crises, we will come out of this

one bigger, better, and stronger as well ... and so can you, if you choose to.

When it comes to difficult times, what matters is your reaction to them. Sometimes you can't choose what happens, but you can always choose how you respond. These circumstances are no different, and how you come out of this event is up to you. When you look at life as 10 percent circumstance and 90 percent perception, you gain so much more control over whatever you face. Your perception can be your reality.

So what will it take to come out of this stronger than you started? How will you make your perception become your reality?

First of all, you have to be willing to change. You have to have an open mind to adapt to new methods and circumstances. You have to have an unwavering champion's mindset. And maybe most importantly, you have to trust the process.

We've all had to be willing to adjust to the current state of the world. Like any change that comes our way, this latest adjustment requires us to think outside of the box. It requires some creativity, flexibility, and patience as we navigate how to be as successful as possible within

this new system. And as we make these adjustments, it's essential you don't lose sight of why it is we do what we do. Meeting the needs of our clients remains our top priority, offering them financial protection during some of life's most difficult times.

Perhaps that objective rings true now more than usual. As your clients face uncertainty, the need to protect themselves and their families is as strong as ever, and it's your obligation to make sure they get the protection they need.

So instead of simply trying to make it through this time, let it remind you of what really matters and spark a new energy in your career. Let it inspire you to reach new heights, even during a tough situation.

The present has given me a glimpse into our future, and I can say with confidence that the future is really bright. The present has shown me that we can face whatever comes our way, no matter what that may be. \$1 billion is a lot closer than we thought, so I want you to ask yourself, how much of it do you want? What are you going to do to get it? Are you tough enough to show the world what you can do?

PROVE IT! 🏆



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• MOON PALACE



MAY 5-8, 2021 •